

The



# THE CHEMIST AND DRUGGIST

for RETAILER - WHOLESALER - MANUFACTURER

Established 1859

28 Essex Street, Strand, London, W.C.2

Registered as a Newspaper

3532  
CXLVIII

NOVEMBER 1, 1947

Annual Subscription (with  
Diary) 30/- Single Copies 1/-

*An Advance in topical  
penicillin therapy*

penicillin  
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STERILE  
EASILY APPLIED  
EASILY REMOVED

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TD • LONDON • E 2

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"GREENBURY'S, BETH., LONDON"





# Two new Parke-Davis products

## DIPHTHERIA TOXOID, ALUMINIUM PHOSPHATE PRECIPITATED

**P.T.A.P.**

This new diphtheria prophylactic of remarkably high potency was developed in the Wright-Fleming Institute of Microbiology (late Inoculation Department), St. Mary's Hospital, London.

"P.T.A.P." is prepared from highly purified diphtheria toxoid using pure aluminium phosphate only, as precipitant and mineral carrier, and possesses the following advantages:—

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*Supplied in sets of 2 immunizing doses and in vials of 10 c.c.*

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Provides the new Diphtheria Prophylactic (P.T.A.P.), in combination with Whooping Cough Vaccine 'A' 10,000 millions per c.c., and enables the immunizing course to be completed in three doses instead of four.

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LABORATORIES HOUNSLOW, MIDDLESEX

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It's advertised as a Chemist's line



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20/- Pack

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20/- five bottles (Including one free)

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**the NEW ERA TREATMENT CO., LTD.  
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THE NAME BEHIND THE CHEMIST



FOR OVER A CENTURY AND A HALF

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*Recommended with Confidence  
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## now in full swing!

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| 3 x 25 Capsules    |        | £ s. d. | BONUS               |
|--------------------|--------|---------|---------------------|
| @ 2/-              | Retail | 4 10 0  | 3 x 25              |
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|                    |        | 3 7 6   | <b>RETAIL VALUE</b> |
| Amount             | „ 10%  | 6 9     |                     |
| of cash with order |        | *3 0 9  | 7/6                 |

**PARCEL G**

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|--------------------|--------|---------|---------------------|
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| Less 25%           |        | 15 0    | Drops               |
|                    |        | 2 5 0   | <b>RETAIL VALUE</b> |
| Amount             | „ 10%  | 4 6     |                     |
| of cash with order |        | *2 0 6  | 5/-                 |

**PARCEL H**

| 36 x 5 c.c. Drops  |        | £ s. d. | BONUS               |
|--------------------|--------|---------|---------------------|
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| Less 25%           |        | 18 0    | Drops               |
|                    |        | 2 14 0  | <b>RETAIL VALUE</b> |
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| *Amount            | „ 10%  | 6/-     |                     |
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| 12 x 30 c.c. Drops |        | £ s. d.  | BONUS               |
|--------------------|--------|----------|---------------------|
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| Less 25%           |        | 1 7 0    | Drops               |
|                    |        | 4 1 0    | <b>RETAIL VALUE</b> |
| Amount             | „ 10%  | 8 1      |                     |
| of cash with order |        | *3 12 11 | 9/-                 |

**PARCEL L**

| 12 x 100 Capsules  |        | £ s. d. | BONUS               |
|--------------------|--------|---------|---------------------|
| @ 8/6              | Retail | 5 2 0   | 1 x 100             |
| Less 25%           |        | 1 5 6   | Capsules            |
|                    |        | 3 16 6  | <b>RETAIL VALUE</b> |
| Amount             | „ 10%  | 7 8     |                     |
| of cash with order |        | *3 8 10 | 8/6                 |

**PARCEL M**

| 36 x 100 Capsules  |        | £ s. d. | BONUS               |
|--------------------|--------|---------|---------------------|
| @ 8/6              | Retail | 15 6 0  | 3 x 100             |
| Less 25%           |        | 3 16 6  | Capsules            |
|                    |        | 11 9 6  | <b>RETAIL VALUE</b> |
| Amount             | „ 10%  | 1 3 0   |                     |
| of cash with order |        | *10 6 6 | £1 5 6              |

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PATA

discount on monthly account. Please help us by marking such orders "For monthly account."

THE CROOKES LABORATORIES LIMITED  
PARK ROYAL LONDON N.W.10

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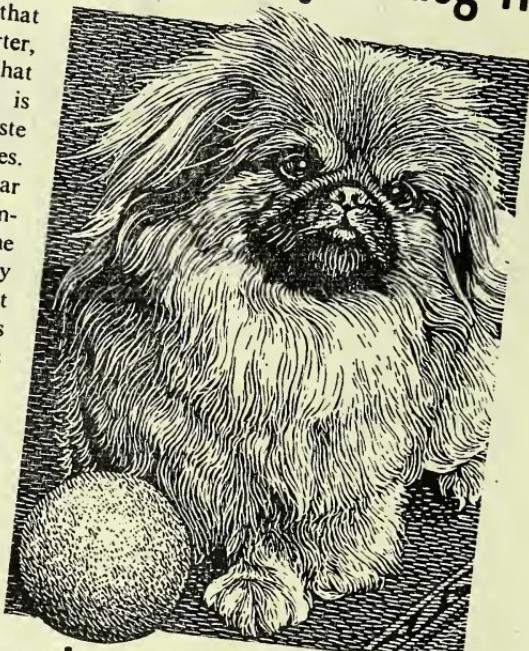
**Bob Martin's will keep your dog fit**

WINTER means that  
your dog gets shorter,  
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**Take a  
peke  
at this**

Bob Martin's  
Condition Powder Tablets  
cost 7d. for 9, 1/6d. for a  
carton of 27.



**in spite of rainy days & fewer walks**

Here's an example of the Bob Martin advertisements that are appearing—a steady stream of them—in the national dailies, the Sunday papers, the evening papers, the provincial press, and weeklies with very large circulations, like the Radio Times.

Just now, of course, we're reminding people of the special need for autumn and winter conditioning to counter lack of doggy exercise. So please don't forget to keep your stocks up to the mark. There's sure to be a big demand.

**BOB MARTIN LTD., SOUTHPORT, LANCS.**

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**PILLODINES**—we venture to prophesy—have a bright and promising future ahead of them. These tiny silver coated pills of specially treated iodine have striking prophylactic and therapeutic qualities that tackle the common cold in an extremely efficacious and unusual manner. *When dissolved slowly on the tongue they instantly mobilise and bring into action the body defence mechanism.* We are confident that once introduced to this new form of cold immunisation the public will be swift to recognise its virtues. A series of Chemists' window displays featuring the complete 30-day Pillodine treatment in the new 3/6d. one-at-a-time containers are now available. These will be the fore-runner of a vigorous trade and national press advertising campaign.

**WATFORD CHEMICAL CO. LTD.**

Telephone : WELbeck 0264/8    30 BAKER STREET, LONDON, W.1    Telegrams : Watchempro', Wesdo, London

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**WORTHY OF YOUR NAME**

You can rely on the quality maintained throughout nearly one hundred years of scientific distillation. Obtain your supplies of all types of Carbolic and Pine Fluids for direct dispatch under your own name, if desired, to your Local Hospitals, Councils, Institutions, etc., etc.

Write to-day for details to :

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FIGHT  
CO-OPS AND  
COMBINES  
*with*

**UCAI**

GUARANTEED  
PRODUCTS



# SAMARITAN *Ointments*

are again freely available in a wide range of titles including Chilblain, Lanoline, Wintergreen, Zinc and other B.P. and B.P.C. formulæ. Several exclusive prescriptions are also included in the series.



*Prices and Samples on application.*

TR.132

THORNTON & ROSS  
Manufacturing Chemists  
LIMTED  
LINTHWAITE HUDDERSFIELD

A NAME  
and a  
**STANDARD**

**“SURE  
SHIELD”**  
PRODUCTS



**‘SURE SHIELD’  
IODISED THROAT  
TABLETS**

**‘SURE SHIELD’  
FRUIT LAXATIVES**

**‘SURE SHIELD’  
GLYCERINE of THYMOL  
PASTILLES**

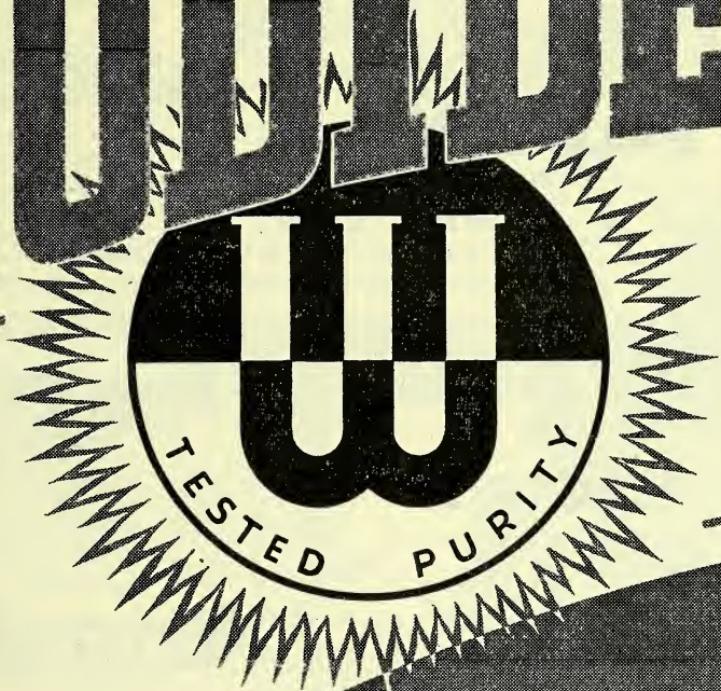
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TABLETS.**

**IN BULK and ATTRACTIVE PACKS**  
**DELIVERIES.** The position is now much improved. Although we are producing to our full capacity we still have to take orders in rotation and are making every effort to maintain an equitable distribution of our PRODUCTS.

**Thos. Guest & Co. Ltd.** *Manufacturing Chemists*  
Carruthers Street, Manchester, 4

*By the pound or the ton*

# IODIDES



**WHIFFEN & SONS LTD**

INCORPORATING GEO. ATKINSON & CO. EST. 1654

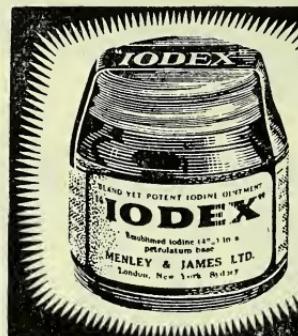
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# The BLAND, SOOTHING Iodine Ointment

There is no form of iodine more bland than 'Iodex'. Even on open wounds and sensitive surfaces it is soothing, inflammation-reducing, and resolvent. Its wide field of usefulness has been recognised by doctors for over thirty years, and it is regularly prescribed for such conditions as enlarged glands, joint and muscle pains, minor injuries, and certain parasitic skin affections.



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IODINE OINTMENT

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1-OZ. JARS

Trade Price

18/9 per dozen, plus 3/1½ tax

Retail Price

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Supplied also in 4-oz. jars



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THE IDEAL ANTACID

1. Prompt and effective relief.
2. Neutralization of gastric acids for several hours.
3. Safe in large doses over a prolonged period.

" . . . the search for an IDEAL ANTACID has long exercised the minds of gastro-enterologists, and I have no hesitation in acclaiming MAGTRIZ as conforming to an accepted ideal," writes M.D.

### FREE TO CHEMISTS

WRITE FOR 2/6 SIZE  
BOTTLE AND PROFESSIONAL  
LITERATURE

WESTMINSTER LABORATORIES LTD.  
Chalcot Road, London, N.W.1



# Adequate stocks

P.A.T.A.

— mean GOOD PROFITS —

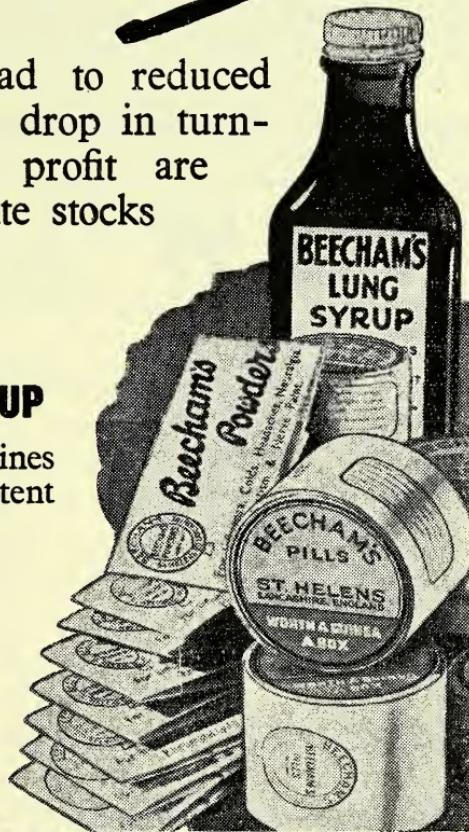
Stock shortage can lead to reduced turnover, and with the drop in turnover opportunities for profit are lessened. Keep adequate stocks therefore, of

**BEECHAM'S PILLS**  
**BEECHAM'S POWDERS**  
**BEECHAM'S LUNG SYRUP**

These popular quick-selling lines are famed for their consistent purity and efficacy.

Supplies of attractive display materials are available on request. All enquiries should be addressed to :—

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ST. HELENS,  
LANCASHIRE**



## AYRTONS FOR PENICILLIN

### PENICILLIN CREAM

#### No. 1 MAKING SET (The Original) ANHYDROUS

Per Set (to make 6 pots) ... 6/- Penicillin (100,000 units) ... 1/-

#### No. 2 MAKING SET. HYDROUS

Per set (to make 4 pots) ... ... ... ... ... 8/-

#### No. 3 DAILY POSTAL SERVICE. Penicillin Cream B.P. freshly made and posted immediately. Per ounce, post paid ... ... ... ... 2/-

### PENICILLIN SOLUTION TABLETS.

|                                       |          |               |          |
|---------------------------------------|----------|---------------|----------|
| Each tablet 12,500 units — Tubes of 8 | ... 2/-. | Bottles of 80 | ... 15/6 |
| " " 10,000 " — " 10                   | ... 2/-. | " 100         | ... 15/6 |

### CHLOROCRESOL SOLUTION 0·05% for the preparation of Aurist, Guttae and Narist PENICILLIN. Each—4 oz. ... 2/-. 10 oz. ... 3/-. 20 oz. ... 4/-

### PENICILLIN OINTMENT B.P.

1 oz. tubes or jars ... per doz. 16/- 2 oz. jars ... per doz. 30/-

### PENICILLIN EYE OINTMENT. 1 drachm tubes

... ... ... per doz. 10/-

### PENICILLIN LOZENGES B.P. 20's

... ... ... per doz. 9/-

### PENICILLIN SNUFF "AYRTON" contains 10,000 units, Calcium Salt per gramme in a mentholised base. Packed in press-cap snuff tins containing 70 grains ... ... ... ... ... per doz. 20/-

### PENICILLIN WITH STERILIZED POWDER SULPHATHIAZOLE.

5,000 units Calcium Salt per gramme.

Each —  $\frac{1}{2}$  oz. ... 2/3  $\frac{1}{2}$  oz. ... 4/- 1 oz. ... 7/-

**AYRTON SAUNDERS & CO. LTD. LIVERPOOL**

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to build up your Sales Goodwill and Good Profits with **REQUEST NEW SHAVING CREAM and SHAVING STICKS**, the particular man's favourite.

Look out for our National and local Advertising Campaign.

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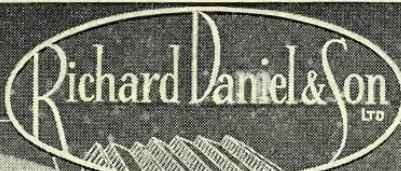
For quick delivery of *Lather Shaving Cream and Shaving Sticks*.

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SUNDRIES DRUGS  
TABLETS & PILLS

FOR  
CHEMISTS

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|   | Retail          |                         | Trade Price Per Doz. | Purchase Tax Per Doz. |
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| <b>PULMO-BAILLY</b><br>BRONCHIAL TONIC                            | 90cc.<br>bottle | 4/6 including<br>P. Tax | 34/10                | 5/8                   |
| <b>RHINAMID</b><br>SULPHANILAMIDE THERAPY<br>IN RHINO-PHARYNGITIS | 40cc.<br>bottle | 3/6 including<br>P. Tax | 26/8                 | 4/4                   |
| <b>OPOBYL</b><br>CHOLAGOGUE AND LAXATIVE                          | 50 Pills        | 3/3 including<br>P. Tax | 25/2                 | 4/1                   |
| <b>ANAXERYL</b>   | 40 grm.<br>tube | 3/- including<br>P. Tax | 22/6                 | 3/8                   |
| <b>PYOREX</b><br>MEDICAL TOOTH PASTE                              | 55 grm.<br>tube | 2/6 including<br>P. Tax | 16/4                 | 5/4                   |

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Mixed parcel to net value of £10—5% discount.

BENGUE & CO. LTD. — MOUNT PLEASANT — ALPERTON



## MAINTENANCE THERAPY

Sterile fused pellets of pure steroid hormones in sealed glass tubes for *implantation*

**DOCA · OESTRADIOL · PROGESTERONE  
TESTOSTERONE PROPIONATE**



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TEMPLE BAR 6785

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AGENTS THROUGHOUT THE BRITISH EMPIRE & MOST OVERSEAS TERRITORIES

### *Selling the truth*

THE Medical profession is giving yeast its true status as an essential source of Vitamin B and protein—as a food and not a mere pick-me-up. Yestamin advertising helps to spread this truth and the nation-wide sales of Yestamin show that daily yeast is recognised as an important contribution to the health value of a restricted national diet.

| In Bottles  | to retail at | Trade Prices  |
|-------------|--------------|---------------|
| 100 TABLETS | 1/6          | 12/3 PER DOZ. |
| 300 TABLETS | 4/-          | 33/- PER DOZ. |

Less 5% Cash in 14 days

Vitamin B.1..... 2.10 mgms. per oz.  
Riboflavin (B.2)..... 1.45 mgms. per oz.  
Niacin..... 9.50 mgms. per oz.

### **Yestamin DAILY YEAST**

THE ENGLISH GRAINS CO. LTD. BURTON-ON-TRENT

**PILLS  
TABLETS  
CAPSULES**

The  
British  
Made  
Products  
of

**HOWARD LLOYD & CO LTD  
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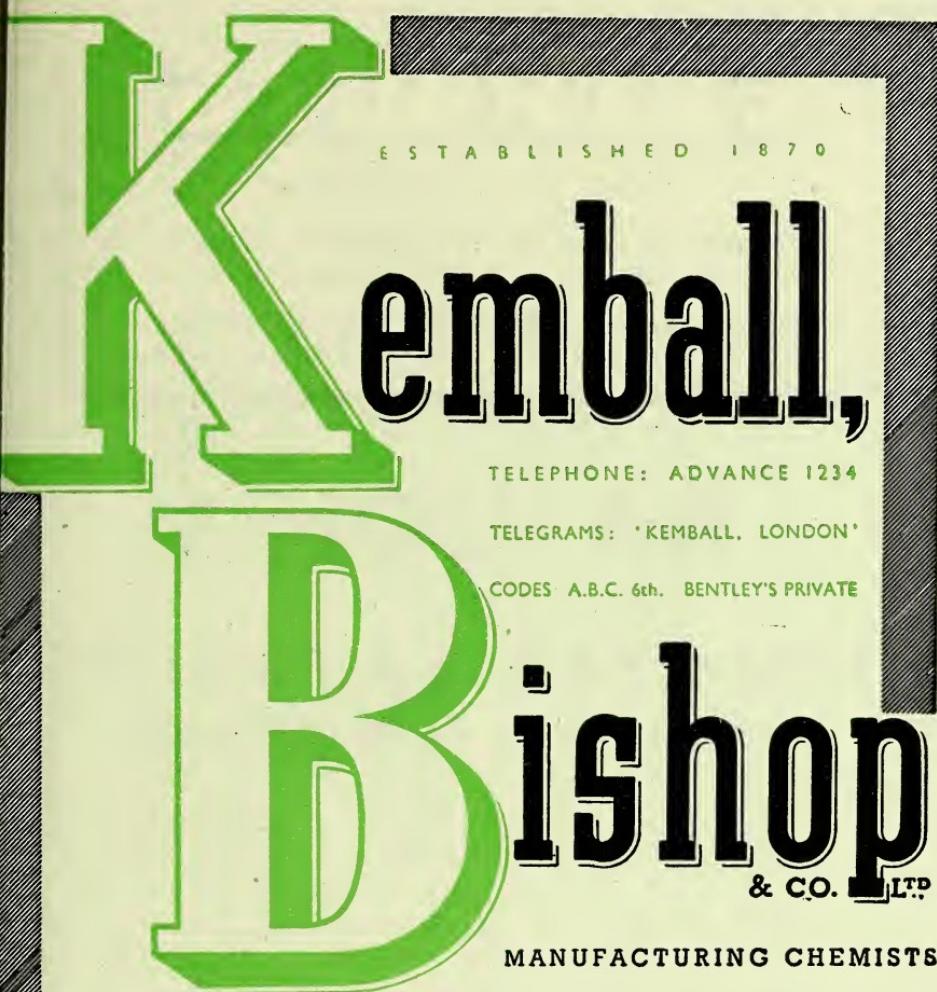
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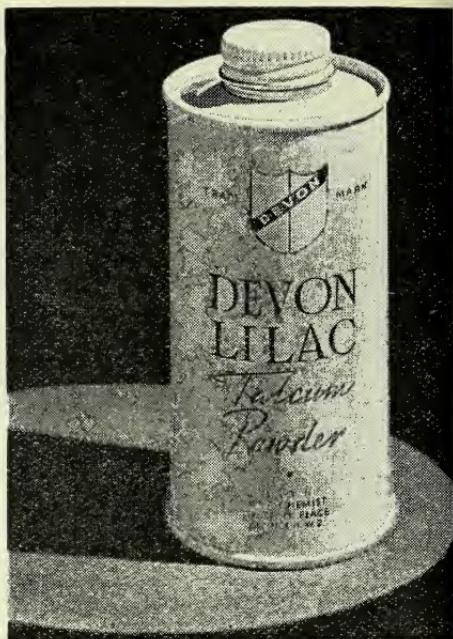
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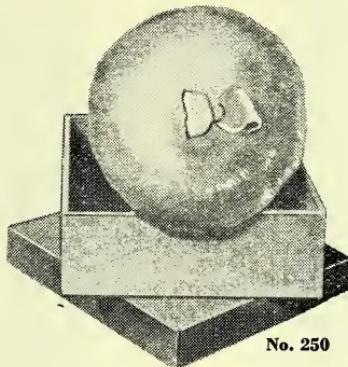
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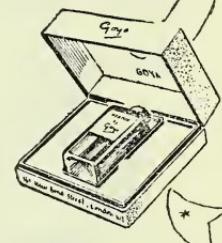
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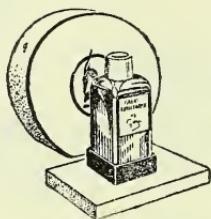
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## NEWS OF THE WEEK

**Poliomyelitis Figures.**—The number of cases of poliomyelitis notified in England and Wales during week ended October 18 is 276, against 338 notified in the previous week.

**Trading with Austria.**—The Board of Trade has issued two Orders (S.R. & O., 47, Nos. 2203 and 2205) authorising trade with any individual or body of persons (corporate or unincorporate) in Austria, and removing Board of Trade and custodian control over money or property accruing as a result of the authorisation. Austrian property in the United Kingdom and income resulting from it continue to be controlled.

**Working Party in Pharmacy.**—A Working Party has been appointed by the Minister of Health and Secretary of State for Scotland to investigate differences in pharmacists' work in England and Wales and Scotland in dispensing and supplying medicines and appliances, with particular reference to the position likely to arise under the National Health Service. The Working Party comprises two pharmacists

from England and Wales (Messrs. G. H. M. Graham and D. A. Bryan), and two from Scotland (Messrs. A. A. Meldrum and J. Shields), under the chairmanship of Mr. William Penman, M.B.E. (a past-president of the Institute of Actuaries). The investigation will probably extend from mid-November, 1947, to mid-February, 1948. It is hoped from the information collected to establish the facts concerning such differences as may exist. Pharmacists selected by the chairman will receive from him, on behalf of the two Ministers, a special invitation to assist in the investigation. Their willing co-operation, states the Ministry of Health, is essential for the success of the inquiry.

**Hospital Pharmacists' Overalls.**—The third report of the Joint Negotiating Committee (Hospital Staffs), published recently, includes a recommendation that overall coats for hospital pharmacists should be provided and laundered by employing authorities. The report also states that the £50 per annum salary increase recommended in February (see *C. & D.*, February

8, p. 170, and April 19, p. 438) should apply to all full-time staff including those who salaries are "at the discretion of the employing authority."

**Chemicals an Essential Industry.**—The Association of British Chemical Manufacturers has drawn the attention of its members to a statement, made recently by the President of the Board of Trade (Mr. Harold Wilson), that, in general, the first duty of the chemical industry was to supply other industries which had been given export targets, and to supply essential home needs; any remaining production would be available for export. The Association has also stated that, although no reference was made to it in the recent Control of Engagements Order (see *C. & D.*, October 4, p. 413), the Government regards the chemical industry as essential. The Association fears that misunderstanding of the Order may lead to the direction of workers to other industries.

**London Nursing Exhibition.**—Products for use in infant feeding and in invalid dietary, and foods for supplementing ordinary diet, were prominently displayed by many of the exhibitors at the thirty-second annual London Nursing Exhibition, held in London, October 20-24. Those on duty at the stands were kept busy supplying information about their company's products to the visitors, and there were many favourable comments on the more scientific outlook betrayed by the questions, particularly by those of the newer entrants to the nursing profession. The exhibitors included: Allen & Hanburys, Ltd., Ambrosia, Ltd., Anadin, Ltd., Angiers, Ltd., John Bell & Croyden, Bisodol, Ltd., Boots Pure Drug Co., Ltd., Bovril, Ltd., British Oxygen Co., Ltd., Burroughs Wellcome & Co., Cadbury Bros., Ltd., Clinical Products, Ltd., Continental Laboratories, Ltd., Cow & Gate, Ltd., Crookes Laboratories, Ltd., Denver Chemical Manufacturing Co., Dinneford & Co., Ltd., J. C. Eno, Ltd., Evans Medical Supplies, Ltd., Glaxo Laboratories, Ltd., International Chemical Co., Ltd., Jeyses Laboratories, Ltd., Keen, Robinson & Co., Ltd., Lactagol, Ltd., Libby, McNeill & Libby, Ltd., Macleans, Ltd., Marmite Food Extract Co., Ltd., Milton Antiseptic, Ltd., Nestle's Milk Products, Ltd., Oxo, Ltd., Reckitt & Colman, Ltd., W. J. Rendell & Co., Ltd., Roche Products, Ltd., A. & R. Scott, Ltd., Scott & Turner, Ltd., Tampax, Ltd., Virol, Ltd., Vitamins, Ltd., Wm. R. Warner & Co., Ltd., Wright, Layman & Umney, Ltd., and John Wyeth & Bro., Ltd.

## LOCAL NEWS

**Chester Lecture.**—A lecture on "Bacteriological Control" was given to Chester Branch of the Pharmaceutical Society on October 9 by Mr. R. F. Hunwicke, B.Sc., (Glaxo Laboratories, Ltd.).

**Manchester Apprentices Invited.**—The Junior Branch of the Manchester Pharmaceutical Association, in a circular issued recently, has appealed to its members to encourage apprentices to attend functions organised by the Branch.

**Birmingham Photographic Exhibition.**—At an exhibition of photographic equipment arranged by the Birmingham branch of the Photographic Dealers' Association on October 22, fourteen manufacturers gave demonstrations of their apparatus.

**Yarmouth Association.**—At a meeting of Great Yarmouth Pharmaceutical Association on October 20, Mr. R. H. Thorpe (Burroughs Wellcome & Co.) gave a lecture on "Recent Advances in Pharmacology." Local members of the medical profession were invited to the meeting.

**Research Department Opened.**—A new research department of Brotherton & Co., Ltd., chemical manufacturers, including three chemical laboratories, a workshop, pilot plant shed, library and offices, was opened recently in Leeds by the deputy lord mayor.

**Southend Branch Supper.**—The Southend-on-Sea Branch of the Pharmaceutical Society held, on October 15, a supper and entertainment which was attended by about fifty members and friends. During the evening, Mr. S. Relph (chairman) outlined the programme for the session.

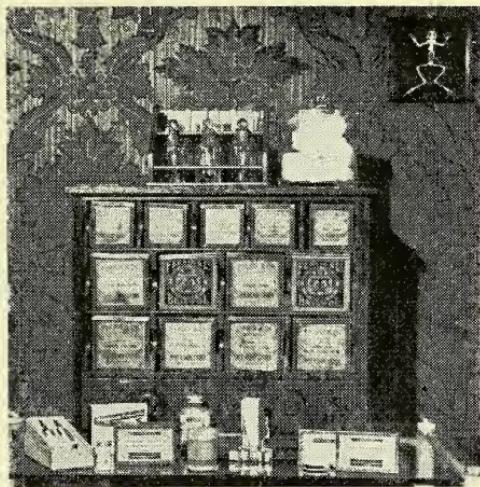
**Local Notification of Rheumatism.**—An Order dated October 17 (S.R. & O., 1947, No. 2232) has been made by the Minister of Health extending the Ilford (Acute Rheumatism) Regulations, 1938 (a), so that provisions of the original Regulations for the notification and treatment of cases of acute rheumatism in the borough of Ilford are extended until January 31, 1951.

**Vice-president at Brighton.**—The first meeting of the winter session of the Brighton and Hove Branch of the Pharmaceutical Society was held on October 21, when Mr. H. C. Shaw (vice-president, Pharmaceutical Society) spoke on "Pharmaceutical Generalities." The audience included several Polish pharmacists at present attending a post-graduate course at Bright-

on Technical College. Those taking part in discussion included Miss Wallis (chairman, Tunbridge Wells Branch), Mr. George Checkley (chairman, Eastbourne Branch), Messrs. Thomas, Jensen, Cosstick, Phillips and Padwick (Brighton Branch).

**Birmingham Analyst's Report.** — The recently published report for April-June 1947 of the Birmingham city analyst records that of 112 samples of drugs taken during the quarter, six were found to be incorrect. One branded product was labelled "Emulsion of Cod-liver Oil" followed by the words "30 per cent. cod-liver oil." After the manufacturers had been informed that a B.P. synonym must not be used for a preparation not made to the B.P. formula, they agreed to amend the label. A cold and influenza mixture was found to be completely different from the composition declared on the label, and the vendor stated that a superimposed label bearing the correct formula had either become detached or inadvertently had not been affixed. Other incorrect samples included: Iodised throat tablets (no declaration of formula); methyl salicylate (94.4 per cent. of the ester instead of B.P. 98 per cent. minimum); and soda mint tablets deficient in sodium bicarbonate).

**Dundee Members' Reports.** — The Dundee Branch of the Pharmaceutical Society held its first meeting of the winter session on October 16, Mr. A. R. Lawson (chairman) presiding. Mr. G. Mitchell (vice-chairman) reviewed proposed changes in the charter of the Pharmaceutical Society which were put forward at a meeting of branch representatives in Edinburgh in June, and regretted that branches had not had time to discuss these fully before the Branch Representatives' meeting in Torquay took place. Reports were given on the British Pharmaceutical Conference at Torquay by Miss E. Fyffe (secretary); on "The Proposed Changes in The Constitution," by Miss E. M. Jenkins; and on the Society's educational policy, by Mr. J. B. Coupar. Mr. J. Anderson felt that holding the Branch Representatives' meeting at the time of the Society's annual meeting would allow more members to attend the scientific meetings of the Conference. It was decided to discuss the proposed educational changes further at a special branch meeting to be held in November. The chairman presented prizes to local evening students as follows: *First year*, 1, David Pirie; *second year*, 1, Marjorie Cruickshanks; 2, Muriel R. Hendry.



**DRUGS IN THEATRE "PROPERTY."** — A daily newspaper recorded recently the discovery of a collection of drugs in a medicine cabinet acquired as stage property by the Phoenix Theatre, London, for its production "Dr. Angelus," the setting of which is a doctor's surgery. The drugs, which included a number of scheduled poisons, had previously been on tour with the company in Edinburgh, Newcastle and elsewhere, but were not found until the show was put on in London. They appeared to have lain untouched in the cabinet (illustrated above) for about a decade. The only D.D. item, a 1-oz. jar of ung. cocaine 4 per cent., is now in the hands of the Home Office.

## IRISH NEWS

**Week-end Retreat.** — The annual retreat for men, organised by the pharmacy branch of the St. Joseph's Young Priests' Society, is being held this year at the Jesuit Fathers' Retreat House, Milltown Park, Dublin, during the week-end November 29-30, and attendance is limited to twenty-five. Application for tickets should be made as soon as possible to Mr. F. P. McDonnell, L.P.S.I., 12 Summerville Park, Upper Rathmines, Dublin.

**N.I. President's "At Home."** — The first of a series of meetings designed to keep members of the Pharmaceutical Society of Northern Ireland in touch with their Council is being held at the Society's Belfast headquarters on November 11 at 7.45 p.m. A short paper, "The Origin and History of Some Medicines," read by Mr. John McGregor (president), is to be followed by a discussion on current pharmaceutical topics of interest to members.

**Dublin Benevolent Fund Dance.**—Arrangements for a dance in aid of the Benevolent Fund of the Pharmaceutical Society of Ireland, to be held in Dublin on December 9, are being made by a committee including Mr. P. G. Redmond (secretary), Miss C. Gaffney and Mr. David Murphy (secretaries), and the Misses B. Fullam and F. Quinn (treasurers). Applications for tickets should be made to the treasurers, 67 Lower Mount Street, Dublin. The committee invites members who cannot attend to send a donation towards the expenses of the dance as a way of helping the Benevolent Fund.

**Gaelic Athletic Club.**—At the annual meeting of the Chemists' Gaelic Athletic Club in Dublin on October 21, Mr. P. C. Cahill in the chair, Mr. Seamus Fox (secretary) reported on the club's activities during the year and said the team now enjoyed senior status. A report presented by Mr. T. Cosgrove (treasurer) showed the club's finances were satisfactory. After Mr. Cahill had thanked members for the support given to the club, Mr. P. A. Brady (president, Pharmaceutical Society of Ireland) presented the club tournament medals to the winning team. The following were elected to the Committee for the coming year: Messrs. P. C. Cahill, T. O'Keeffe, T. Banks, T. Cosgrove, C. Conefry, J. Gaffney, E. Burrell, M. Hanna and S. Fox. Mr. K. Banks was elected *Captain* of the team, with Mr. G. Henry as *Vice-captain*.

**Irish Drug Association.**—Mr. M. Costello (president) was in the chair at a meeting of the committee of the Irish Drug Association, held in Dublin on October 13. Members' attention was drawn to the list prices for packed glucose powder; it was pointed out that price reductions advised by manufacturers should not be put into operation until advised by the Association. A discussion took place on the Industrial Efficiency and Prices Bill, 1947, which is designed to extend the functions of the Prices Commission, and to transmit into permanent legislation most of the powers relating to price control carried out under Emergency Powers Orders during the war years, and to exercise control over any association which attempts to regulate minimum prices. The Committee, it was stated, was watching the position and members would be further advised when necessary. After a discussion on the increased customs duty imposed on cosmetics in the supplementary budget in the Dail recently, members were

advised not to increase retail prices until directed by the Committee except on imports which had become liable to the increased tax.

## THE WEEK IN PARLIAMENT

THE House lost no time in getting to grips with the economic situation when reassembled on October 21. The King Speech foreshadowed nationalisation of the gas industry and amendment of the Parliament Act of 1911—which drew much criticism—and the subsequent debate brought in Sir Stafford Cripps with his first speech as Economic Minister, announcing rationing and raw materials cuts, and placing heavy emphasis on the need for increased exports.

SIR STAFFORD said that, to get a sufficient volume of goods for export, manufacturers must be assured of the necessary fuel and raw materials, and must also take from the home market certain goods peculiarly suitable for export, especially to dollar countries. The Government, he said, had planned to assure to industry 100 per cent. of its coal requirements for the six winter months. For this, the coal had first to be mined, but the Government believed that they would get enough coal to see the country through the winter—and “whatever happened” they would try to see that industry got its needs.

### Machinery for Export

He warned that more industrial machinery would be taken for export and appealed to industry to postpone purchases of machinery which were not absolutely essential immediately. He laid great stress, also, on the need for high quality on which the saleability of British export depended. Britain suffered from the export of some goods of inferior quality, and he appealed to every exporter to redouble his efforts to see that British quality standards were fully maintained. Costs of production must be reduced through greater efficiency and the more constant and smooth flow of materials. Production methods must be re-examined in the light of the latest experience. Restrictive practices must go. Both sides of industry, said Sir Stafford, had agreed to postpone the coming into operation of the Pre-War Trade Practices Act, 1942. The extra exports and the import cuts—which included £25 million of raw materials—would still leave the country with an adverse dollar balance of £5,250 millions a year at the end of 1948.

## TOPICAL REFLECTIONS

### Light and Shadow

The first two items on p. 493 of your last week's issue illustrate the light and shadow, encouragement and discouragement that current news is bringing. On the one hand a prohibition of the use of fuel is cancelled, while on the other hand a ruling is issued that traders' petrol must not be used for attending trade association meetings. We who are not politicians must be thankful for small mercies. At the time of writing, ministerial statements appear to set forth short-term policies, with the proviso that there is elasticity in their application. These statements are an index of the difficulties in which we are all involved. What can we, working for the cost part in limited spheres, do about it? As your editorial article on p. 510 explains, the British Export Trade Research Organisation offers sound advice to manufacturers at this juncture. Such a scheme is not applicable to wholesale and retail traders, hospital pharmacists and others who have no business contact with overseas countries. There is one step, however, that all of us can take. We can see whether it is possible to work harder and thus, unless essential material is denied us, to produce more. Every citizen who can increase output becomes, as has lately been said, "a strong point." As there can be austerity without hard work, so there can be hard work without austerity.

### Transatlantic Pharmacy

Mr. Heseltine's "Pharmacy and the pharmacist in America and Canada" (p. 57) is an attractive article. Mr. Heseltine has compressed into a small space an account of salient features that impressed him during a recent visit to the United States and the Dominion. In a personal paragraph (p. 499) reference is made to earlier visits by Mr. Herbert Skinner and Mr. Thomas Marns. I have just refreshed my memory on the account of American pharmacy contributed by Mr. Skinner to our issues of April 29 and May 6, 1923. Incidentally, I wonder what would now be done with an article of that length—eight quarto pages—during the present paper shortage). Mr. Skinner (accompanied, I presume, by Mr. Marns) had been attending the 1932 Canadian-American Pharmaceutical Convention in Toronto. In addition to three leading associations, various smaller bodies were represented there. The attendance exceeded 1,000. With the

assistance of Mr. Marns, Mr. E. Brier, Dr. Kelly and others, Mr. Skinner assembled a significant group of statistics relating to dispensing and to other retail activities. Even such a feature as dispensing by medical practitioners was tabulated. So much has been written on the alleged swamping of the dispensing department in United States pharmacies by soda fountains, snack bars and so forth that it is of interest to read that in St. Louis, at any rate, "the prescription department is responsible for the most impulse selling, resulting in multiple sales." Moreover, the acknowledged importance of pharmacies of a professional type was clearly indicated.

### The Broader View

It has seemed worth while to call attention to these two articles for a topical reason. In addition to the tonic effect of gaining impressions from workers in fresh surroundings, there is at the moment a special value in realising that professional and business people in other lands are not, as a rule, obsessed by thoughts on hard times. Heads of manufacturing houses return from trade visits overseas with healthy optimism. Those of us who are unable to make similar journeys can enlarge our interests with the help of a judicious selection of foreign books and journals. In the case of the United States these sources of information are ample. As a background, the excellent "History of Pharmacy" by Dr. Edward Kremers and Dr. George Urdang may be consulted. How many contemporary United States periodical publications there are I do not know; but from a list given in the "American Journal of Pharmaceutical Education" in 1945 I infer that, as might be expected, the number considerably exceeds the corresponding figure for this country. Mr. Heseltine's article shows that in organisation for trade purposes American pharmacy has something to learn from this country. The list of institutions headed by the National Pharmaceutical Union has no counterpart there. The fate of pharmaceutical publications in ex-enemy countries, particularly Germany, whose technical periodicals formerly were an excellent European source of information, is at the moment a little obscure. It may be doubted whether, even if published, they will be able for some time to come to make any worthwhile contribution to the sum of pharmaceutical knowledge.

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## COMPANY NEWS

**WALBROOK PHARMACY, LTD. (P.C.).—** Capital £2,000. Mabel Thompson, 88 Trinity Court, Gray's Inn Road, London, W.C.1, and Monica T. Mayor, directors.

**GUMPERT, LTD. (P.C.).—** Capital £100. To carry on the business of pharmacists, etc. Henry Gumpert and Stefanie Gumpert, directors. R.O.: 15 George Street, London, E.C.4.

**NERVO VITA, LTD. (P.C.).—** Capital £250. To carry on business of chemists, druggists, etc. John F. Lord, Edna Denney and Edgar Moukhous, directors. R.O.: 11 St. David's Road South, St. Annes-on-Sea.

**G. M. TUCKER (CHEMISTS), LTD. (P.C.).—** Capital £1,000. To carry on the business of chemists, herbalists, etc. Grace M. M. Tucker and Thomas W. Bowen, directors. R.O.: 33 Thomas Street, Llanelli.

**FRANSHAW, LTD. (P.C.).—** Capital £100. To carry on the business of manufacturers of and dealers in toilet preparations, perfumes, proprietary articles, etc. The first directors are not named. R.O.: 20 Story Street, London, N.1.

**R. E. H. HAYWARD, LTD. (P.C.).—** Capital £5,000. To carry on the business of chemists, etc. Ronald H. E. Hayward, Mrs. Molly G. Hayward and Stanley Hughes, directors. R.O.: 64 Hill Rise, Richmond, Surrey.

**LUNEX (BIRMINGHAM), LTD. (P.C.).—** Capital £100. To carry on the business of chemists, chemical plant manufacturers, etc. Reginald A. Smith and Herbert A. Edwards, directors. R.O.: 47 Constitution Hill, Birmingham.

**NU-CHEMICAL PRODUCTS, LTD. (P.C.).—** Capital £100. To carry on the business of manufacturers of and dealers in chemicals, drugs, medicines, etc. Jacob Amelan and Kathleen Bowden, directors. Solicitors: Amelan and Roth, 62 Market Street, Manchester.

**L. H. KNIGHT & CO., LTD. (P.C.).—** Capital £10,000. To acquire the business of a chemist and druggist carried on by Leonard H. Knight at Purley. Leonard H. Knight, T. S. Bowdage and J. R. Craigie, directors. R.O.: 12 Russell Hill Road, Purley.

**E. H. & E. WALKER (LEEDS), LTD. (P.C.).—** Capital £100. To carry on the business of manufacturers and dealers in chemical, tablet and pill-making and other machinery, etc. Francis O. Myers and Esther Myers, directors. R.O.: Lane End Works, Elland Road, Leeds, 11.

**COMPRESSED PRODUCTS, LTD. (P.C.).—** Capital £1,000. To carry on the business of research workers, consultants and advisers, manufacturing, dispensing and analytical chemists, etc. First directors are to be appointed. R.O.: Swinley Building, Bath Road, Cippenham, Slough.

**LES PARFUMS, ROBERT PIGUET, LTD. (P.C.).—** Capital £100. To carry on the business of importers, exporters and manufacturers of and dealers in cosmetics, perfumes, etc. First directors are to be appointed. R.O.: 112 Cannon Street, London, E.C.4.

**STANDARD LABORATORIES, LTD. (P.C.).—** Capital £10,000. To carry on business manufacturers of and dealers in pharmaceutical and chemical products, etc. Five directors are to be appointed by the subscribers. Solicitors: Frere Cholmeley Co., London, W.C.2.

**DOROTHY MARSHALL, LTD. (P.C.).—** Registered in Belfast. Capital £100. To carry on the business of manufacturers and wholesale and retail dealers in cosmetics, creams, soaps, perfumes, etc. The first directors are not named. R.O.: May Street, Belfast.

**TELL PRODUCTS, LTD. (P.C.).—** Capital £2,000. To carry on the business of compressed tablet and pill manufacture manufacturers of and dealers in toilet preparations, chemicals, etc. Werner T and Thomas M. Kefford, directors. R.O.: 22-24 Rosemont Road, Finchley Road, London, N.W.3.

## BUSINESS CHANGES

**MR. NORMAN C. WRIGHT, M.A., D.S.Ph.D.,** has been appointed chief scientific adviser to the Minister of Food.

**CALMIC, LTD.,** Westhoughton, Lancs, have transferred their purchase department Crewe Hall, Crewe, Cheshire (Telephone Crewe 3251).

**LEDA CHEMICALS, LTD.,** have removed new factory premises at Wharf Road Ponders End, Middlesex (Telephone Howard 2231).

**MR. E. J. MARKHAM, M.P.S.,** has acquired the business formerly carried on by the late Mr. J. O. Pfenniger at 1 Streatham Road, Mitcham, Surrey.

**MR. DAVID DALGLISH, M.P.S.,** has acquired the business at 7 Bank Street, Aberfeldy, Perths, formerly carried on by Mr. Charles Dawson, M.P.S.

**MR. F. E. LEA, M.P.S.,** has acquired the pharmacy at High Street, Wargrave, Berks, formerly carried on by Mr. C. H. Patrick M.P.S. Mr. Patrick continues to be proprietor of the business at the New Pharmacy, Twyford, Berks.

**JUDGE DAVID DAVIES, K.C.,** has been appointed National Insurance Commissioner under the National Insurance Act 1946, and Industrial Injuries Commission under the National Insurance (Industrial Injuries) Act, 1946. Judge Davies is also to act as Umpire under the National Insurance Acts until the new National Insurance scheme comes into operation.

## PACKAGE CLAIM AND COUNTER-CLAIM

CONTAINER manufacturer's claim for £31 s. 6d. (balance due for perfume caskets manufactured to the orders of the defendants) brought at Bow county court, London, on October 23, by B. Polgar & Co., Ltd., 17 Conduit Street, W.1, against Michael Wilmont & Co., wholesale and manufacturing chemists, 576-80 Old Ford Road, Bow, E.3, was dismissed, and a counter-claim for £100 for a payment on account was allowed. Plaintiffs' case was that, on November 27, 1946, an order was placed with them for 250 transparent plastic caskets, or boxes, which were intended to hold bottles of perfume to be used, they understood, for display purposes.

### ice Agreed

Defendants' manager (Mr. Kay) wanted the boxes made as cheaply as possible, in view of the purchase tax, and it was agreed that the sides should be  $\frac{1}{4}$  in. thick and the depth  $\frac{3}{32}$  in. The price was agreed at £1.00 a box for the first 200, decreasing to 9s. 6d. Altogether 161 boxes were manufactured and taken away by defendants' manager by December 14. Subsequently other eighty-five were manufactured, but one called to collect them. A cheque for £100 on account had been given when the order was placed and plaintiffs wrote asking defendants to send a cheque in payment for the eighty-five awaiting collection. No reply was received. On February 9 Mr. Kay called and produced a box, which he said had fallen apart. Plaintiffs contended that the box had been used rather badly and that it looked as though the sides had been prised apart. The boxes were the best they were able to make in view of the thickness of the material specified. Mr. Michael Samuel Kay, manager of defendant company, said that he asked plaintiffs' manager to make him a transparent plastic box to hold a bottle which he took with him. He told the manager that he wanted an attractive box to put the bottle in, so that he could have a very attractive line to sell home and abroad, his main object being export. The boxes were not for display, but were to be sold as containers. He asked plaintiffs' manager to get them done as cheaply as possible so that he could keep down the price. The boxes were delivered in December, but he put them aside without opening the packages because they were too late for the Christmas trade. After receiving a complaint from a customer in

January, he examined the boxes and found that some of them would not take the bottles of perfume; that the fittings came out of others when the bottles were removed after being fixed in them; and that the doors dropped off still others. After that he sent no more out, because he did not want complaints. Mr. Joseph Strang, distributor, Ipswich, said defendants sent him half-a-dozen boxes as samples after he had ordered twelve dozen. When he opened the container in which the samples arrived, they were not in a fit state to give to his travellers. He thought they were far too fragile, and cancelled the order.

### Expert's View

An expert witness who examined one of the boxes said there were air gaps because the joints were not properly made. He expressed the opinion that the thinness of the material had nothing to do with its strength. The judge said he regarded the expert's evidence as very important. It meant that the boxes made by plaintiffs were inferior in workmanship. He did not think it was a case of a specification having been made by defendants for plaintiffs to follow, but that the reliance was entirely by Mr. Kay on plaintiff's manager to provide something reasonably fit for the purpose for which it was required. The claim would therefore be dismissed with costs to defendants, and the counter-claim for the return of the £100 paid on account must succeed, again with costs to defendants. He did not think there was evidence on which he could award damages for loss of profit.

## A PHARMACIST'S ANTHOLOGY

THE subject of cookery having been very naturally introduced at a talk [at the Dilly's] where Johnson, who boasted of the niceness of his palate owned that "he always found a good dinner," he said: "I could write a better book of cookery than has ever been written; it should be a book upon philosophical principles. Pharmacy is now made much more simple. Cookery may be made so, too. A prescription which is now compounded of five ingredients, had formerly fifty in it. So in cookery, if the nature of the ingredients be well known, much fewer will do."—From "*The Life of Samuel Johnson*," by James Boswell.

## BIRTH

**WILLIAMS.**—On October 17, Helen Mary Williams, M.P.S., the wife of Dr. Colwyn Williams, M.A., LL.B., lecturer in law, Queen's University, Belfast, of a daughter. Mrs. Williams is a daughter of Mr. W. J. Davies, M.P.S., Ravenhill Pharmacy, Forest Fach, Swansea.

## DEATHS

**AKAM.**—On October 11, Mr. Herbert Elston Akam, M.P.S., 52 Brudenell Road, London, S.W.17, aged thirty-five.

**ARMITAGE.**—On October 18, Mr. Nathaniel Newborn Armitage, Ph.C., 2 Kingswood Gardens, Street Lane, Roundhay, Leeds, 8, aged seventy-four. Mr. Armitage qualified as a chemist and druggist in 1895 and passed the Pharmaceutical Chemist examination the following year. He had been, prior to his retirement in 1946, for many years in business in Leeds. He was a past chairman of the Leeds Branch, Pharmaceutical Society, and a past-president of the Proprietary Articles Trade Association. On September 22 this year Mr. Armitage celebrated his golden wedding anniversary.

**DIXON.**—At his home, West Hill House, Spring Hill, Lincoln, on October 19, Mr. Ernest Rowlett Dixon, M.P.S., aged seventy-four. A native of Leeds, Mr. Dixon became head of the optical department of Reynolds & Bransons, Ltd., Leeds, but removed to Lincoln forty-seven years ago to found the business of E. R. Dixon, Ltd., 194 High Street, Lincoln. He was president of the Lincoln Branch of the Pharmaceutical Society and chairman of the local Chemists' Association, a member of the Insurance Committee and a past-president of the Lincoln Photographic Society. He was a well-known Freemason. Mr. Dixon is survived by a daughter and a son.

**EDWARDS.**—On October 4, Mr. Reginald Edwards, M.P.S., 3 St. Helens Road, Belle Vue, Doncaster, Yorks, aged thirty-five.

**ENGLISH.**—On October 10, Mr. Wilfred English, M.P.S., 197 Pensby Road, Heswall, Ches, formerly of Smithdown Road, Liverpool, aged fifty-nine. Mr. English had been in retirement for fifteen years owing to ill-health.

**FRANKLIN.**—At Derby City Hospital, on October 11, Mr. William Walter Franklin, M.P.S., 736 Osmaston Road, Derby, aged fifty-three.

**GRIMWADE.**—At a memorial service at the late Mr. F. W. Grimwade (see *C. & D.* October 25, p. 498) held at Purley Congregational Church, Surrey, on October 2, the large assembly included, in addition to his son, brother and sister and other relatives and personal friends, Mr. J. R. Boland (managing director, Drug Houses Australia Export, Ltd.), Mr. J. M. Edward (a director), Mr. L. B. Edwards (secretary and many of the staff and employees, M. D. Vernon Tomson (managing director, Briscoe & Co., Ltd., and chairman, Australian and New Zealand Merchants' and Shippers' Association), Mr. A. N. Evans (representing the chairman and governors of the Bishop's Stortford College, of which Mr. Grimwade had been chairman and governor for nearly twenty years), and other business friends, with representatives of the Liberal organisations in which Mr. Grimwade had taken a keen and active interest.

**JOHNS.**—On August 3, Mr. Richard Louis Johns, M.P.S., 430 Chepstow Road, Newport, Mon. Mr. Johns qualified 1926.

**LEECH.**—On October 15, Mr. John Henry Leech, 36 Glisson Road, Cambridge, aged eighty-seven. Mr. Leech qualified as a chemist and druggist in 1881.

**MCCUNE.**—Recently, Mr. T. S. McCune, 22 Thirlmere Gardens, Belfast, father of Mr. J. B. McCune, M.P.S.N.I., formerly 195 Antrim Road, Belfast, and now Durban, South Africa, and Miss A. J. McCune, M.P.S.N.I., 142 Great Victoria Street, Belfast.

**ROTH.**—At Manchester, on October 15, Mr. James Bertram Roth (J. B. Roth & Co. produce merchants).

**SPENCE.**—At Lowvalley House, Blackness, Linlithgow, West Lothian, on October 24, Mr. William Wilson Spence, M.P.S., aged seventy-one. Mr. Spence, who qualified in 1901 and had been in business as a chemist and druggist in Linlithgow for many years, also carried on a licensed grocery and printing business. He was local historian of considerable reputation and for twenty-five years was Baron Bail at Blackness. He was a bachelor.

**TURNER.**—On October 15, Mr. Walter Frederick Turner, M.P.S., 3 Glebeside Avenue, Worthing, aged seventy-five.

**YEATS.**—On October 9, Mr. William Yeats, M.P.S.I., McCurtain Street, Cork (a director of T. R. Lester, Ltd., chemists, Cork, Eire).

## PERSONALITIES

**DR. CARL CORI**, and his wife, **DR. GERTY CORI**, St. Louis University, U.S.A., are to share the 1947 Nobel prize for medicine with **PROFESSOR HOUSSAYE**, Buenos Aires.

**MR. P. A. BRADY**, M.P.S.I., who has been elected president of the Pharmaceutical Society of Ireland (see p. 548),



has been vice-president of the Society for the past two years. Among his many pharmaceutical activities, Mr. Brady has taken a keen interest in the Dublin Branch of the Photographic Dealers' Association, of which he is a committee-member and past-president. Mr. Brady's administrative work as president of the Irish Drug Association attracted widespread appreciation from his colleagues. He is also a councillor of Dublin Corporation and a member of several hospital boards.

**MR. C. C. B. STEVENS**, LL.B., M.P.S., 2 Clapton Mount, Halifax, and Lincoln's Inn, has passed the Michaelmas examination for division one of the Bar Final.

**MR. L. GUY ANDERSON**, B.V.Sc., R.C.V.S., has been elected president of the National Veterinary Medical Association of Great Britain and Ireland, for the year 1947-48.

**MR. H. A. PRINGLE**, M.P.S., Churchgate, Torrington, Devon, has been awarded the Oskar Barnack plaque for a set of four prints shown in the 1947 Leica annual exhibition which was held recently at the Camera Club, Manchester Square, London, W.1, and has subsequently been on tour in the provinces.

**MISS KATHERINE COWARD**, who recently dressed a meeting of the National Association of Women Pharmacists on biological standards for the vitamins (see p. 546), has been in charge of the nutrition department of the Pharmaceutical Society's pharmaceutical laboratories since 1926. She was educated at Victoria University, Manchester, where she obtained an honours degree in botany and was later awarded her M.Sc. in botanical research. At University College, London, she took up research work in

biochemistry under Professor Drummond, and was appointed assistant in the department of physiology and biochemistry. After a year she was awarded a Beit fellowship for medical research, two years later took a D.Sc. degree in biochemistry, and was awarded the Schafer prize for research. In 1925 Dr. Coward gained a Rockefeller travelling scholarship for medical research, and worked for a time at the University of Wisconsin under Professor Steenbock. She is a member of the Accessory Food Factors Committee of the Medical Research Council, of the Vitamin Committee of the British Pharmacopoeia Commission, and of the Subcommittee on the Accuracy of Biological Assays. From 1932 to 1936 she was a member of the committee of the Biochemical Society, in 1933 she was made a reader in biochemistry in the University of London, and in 1937 was elected an honorary member of the Pharmaceutical Society.

**MR. JOHN McGREGOR**, who has been elected president of the Pharmaceutical Society of Northern Ireland (see C. & D., October 25, p. 515) is a Scot, born in Dunfermline.

As a boy, however, he went to Northern Ireland, later serving his pharmaceutical apprenticeship with Mr. William Orr, R.D., Armagh. Mr. McGregor qualified in 1919, and was afterwards an assistant with



Lester's, Cork, and Austin's, Bray, before founding his own business at 30 Botanic Avenue, Belfast, twenty-one years ago. He has long taken an active part in pharmaceutical affairs. For many years he was a member of the Executive Committee of the Ulster Chemists' Association, and he was president of the Association in 1936. He continues as a trustee of the Association and a member of the committee. Mr. McGregor has been a member of the council of the Pharmaceutical Society of Northern Ireland for more than ten years, and he has filled the offices of treasurer and vice-president. From the vice-presidency he succeeded to the chair on the death of Mr. J. W. Gray, J.P. in June.

## TRADE NOTES

**Price List of Medical Supplies.** — The October 1947 list A of Evans Medical Supplies, Ltd., Speke, Liverpool, is now available.

**Revised Prices.** — The Silf Co., Ltd., 39 Shaftesbury Avenue, London, W.1, tabulate on another page the revised prices for Silf tablets operative from November 1.

**Fourteen - to - dozen Terms.** — John Wyeth & Brother, Ltd., Clifton House, Euston Road, London, N.W.1, offer fourteen-to-the-dozen terms on all orders of  $\frac{1}{4}$ -gross or more Endrine nasal compound received during November, in return for fourteen days' showcard display.

**Available in Tubes.** — The Crookes Laboratories, Ltd., Park Royal, London, N.W.10, announce that Crookes' zinc cream is now available in cartoned tubes containing approximately 1-oz. at the same price as the 1-oz. pots of this preparation. Chemists are asked to indicate when ordering which packing they desire.

**Delivery in Fourteen Days.** — Ashe Laboratories, Ltd., 120 Victoria Street, London, S.W.1, recommend chemists to place orders now for supplies of Bandbox soapless shampoo required for the Christmas trade. Delivery is promised within fourteen days. Orders may be placed either through wholesalers or direct.

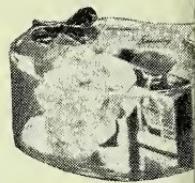
**Now Available.** — The British Drug Houses, Ltd., Graham Street, City Road, London, N.1, announce that Myanesin ( $\alpha$ : $\beta$ -dihydroxy- $\gamma$ -(2-methylphenoxy)-propane), the muscle relaxant for use in abdominal surgery discovered in the company's research department, is now available. The product is issued as a 10 per cent. solution in ampoules of 10 mils for intravenous injection in boxes of three and twelve ampoules.

**Aid to Allocating Dried Milk.** — Glaxo Laboratories, Ltd., Greenford, Middlesex, draw attention to the feeding tables which appear on Ostermilk tins. The final column indicates the approximate number of days one tin of the food will suffice babies of different ages. This may help distributors to decide the number of tins to allocate against each green ration book R.B.2 under the terms of the Proprietary Infant Milk Order, 1947.

**Christmas Gift Items.** — LOVELUCK, EDWARDS & Co., 432 Garratt Lane, London, S.W.18, offer chemists a selection of

coffret boxes, fancy drums, etc., suitable for making up into presentation gift sets.—V SUTTON & Co., DRUGGISTS' SUNDRI (LONDON), LTD., Horseshoe Lane, Enfield Middlesex, illustrate in this issue two Diana Marsh items for the Christmas trade: a lambsdown bath puff and a lamb down powder-bowl bath puff, both issued in various pastel shades. Terms are given in the announcement.

**Gardenia Flower Coffret.** — Issued principally for export, a gardenia flower coffret designed by H. Bronnley & Co., Ltd., Acton Vale, London, W.3, is available in limited quantities for the home trade. The coffret comprises a transparent cellulose outer containing a ground-glass-stoppered 1-oz. bottle Bronnley's Gardenia perfume and a perfumed artificial Gardenia flower.



**New Prophylactics.** — Parke, Davis Co., 50 Beak Street, London, W.1, have introduced diphtheria toxoid, aluminium phosphate-precipitated (P.T.A.P.), a new diphtheria prophylactic of high potency developed in the Wright-Fleming Institute of Microbiology, St. Mary's Hospital, London, and whooping-cough vaccine and diphtheria prophylactic combined (W.D.P.O.), which provides P.T.A.P. combination with whooping-cough vaccine A, and enables an immunising course to be completed in three doses instead of four. Fuller particulars are given in the company's announcement on another page.

**On Prescription Only.** — Abbott Laboratories (England), Ltd., Wadsworth Road, Perivale, Middlesex, point out that Tridione preparation should be supplied only on a medical prescription. The contraindications, fully described in all the literature appertaining to this product, are such that the patient should be under constant and careful medical supervision. Hospital pharmacists particularly are asked by the company to point out to their medical officers that any onset of aplastic anaemia is invidious, and takes a long time to manifest itself. Constant blood examinations are a routine precaution, and medication should be terminated immediately upon any departure from the normal blood picture.

## Proprietary Articles Trade Association

**Additions to Protected List (Part 1).**—*The Stokes Laboratories, Ltd.*, Collosol Argentum, 1s., 12s. doz., tax 2s. doz., inclusive retail price 8d.; 4-oz., 32s. doz., tax 5s. doz., i.r.p. 1s. 8d. Collosol calcium and vitamin D, 4-oz., 36s. doz., 6s. doz., i.r.p. 5s. F.C.V.D., 4-oz., 2s. 3d., doz. (exempt from tax). Halibut-oil capsules, 2s. 6d., 22s. 6d. (exempt from tax). Lacto-amine lotion, 21s. doz., tax 4s. doz., i.r.p. 2s. 8d.

*H. Jones (Halen), Ltd.*, Halen salts, 1s. 5d. doz., tax 2s. doz., i.r.p. 1s. 7d. Herbs and ey, 16s. 6d. doz., tax 2s. 6d. doz., i.r.p. 2s.

*Wander, Ltd.*, Alocol cream, 33s. 9d. doz., 5s. 7½d. doz., i.r.p. 4s. 3d.

**Alterations to List (Part 1).**—*Ex-Lax, Ltd.*, us terms: Ex-Lax chocolate laxative, ½-doz. 7d. free on every 13s. 6d. worth ordered. Cash count: 2½ per cent. on orders 54s. and upwards. us is conditional on counter show for fourteen s from date of delivery. Terms do not apply Eire.

*Falconer & Co., Ltd.*, Prices in Eire: Falconer's den compound, three-dozen lots at 19s. 6d. doz. ndrawn.

*Ests, Ltd.*, Bonus: ¼-doz. 7d. rolls free on every 6d. worth ordered. Cash discount: 2½ per t. on orders 54s. and upwards. Bonus is con- on exhibition of display container on ter for fourteen days from date of delivery. es and terms do not apply to Eire.

*The Iglodine Co., Ltd.*, Iglodine antiseptic, art size, 54s. doz., tax 9s. doz., i.r.p. 7s. 5s. 50s. etered orders (formerly £2 orders) apply to sizes z. to 16 oz. Iglodine ointment, tins, 11s. 6d., tax 1s. 11d. doz., i.r.p. 1s. 5d.; jars, 24s. 2d., tax 4s. doz., i.r.p. 3s.; 36s. 3d. doz., tax 6s., i.r.p. 4s. 8d.; 54s. doz., tax 9s. doz., i.r.p. 10d. Iglodine throat tablets, 5s. 1½d. doz., tax 1. doz., i.r.p. 7½d.; 50s. orders (formerly £2 ers): Ointment, 10s. 10d. size, 22s. 6d. doz., 51s. 6d. doz. Throat tablets, 4s. 9d. doz. 1. & T. Kirby & Co., Ltd., Aspirin tablets, 25's, doz., tax 8d. doz., i.r.p. 10d.; 100's, 9s. doz., 1s. 6d. doz., i.r.p. 2s. 6d.

*The Chas. H. Phillips Chemical Co., Ltd.*, es in Eire: Mil-Par antacid lubricant, 2s. 3d., 3d. doz.; 3s. 9d., 33s. 9d. doz.

*pure Products, Ltd.*, Derbac (disinfectant) shamp- soap, 3-oz., 67s. 3d. gross, tax 22s. 5d. gross, p. 9½d.; 6-oz., 117s. gross, tax 39s. gross, i.r.p. fd.

*Reckitt & Sons*, Prices in Eire: Dettol antiseptic, 3d., 11s. doz.; 2s. 3d., 20s. doz. Dettol obstetric am, large size, 3s. 6d., 30s. doz. 5 per cent. antity discount is available on assorted orders e £2 10s. (as in Great Britain) instead of £3 formerly.

*Samona, Ltd.*, Samona brand tablets, 24s. doz., 4s. doz., i.r.p. 3s. 4d.; 40s. doz., tax 6s. 8d., i.r.p. 5s. 7d.

**Additions to List (Part 2).**—*Invicta Proprietaries, Ltd.*, Invicta lemon flavouring, 5d., 3s. 9d. doz. (exempt from tax).

**Alterations to List (Part 2).**—*Iglodine Co., Ltd.*, odine shaving-soap, 16s. 11d. doz., tax 5s. 8d., i.r.p. 2s. 3d.; refills, 11s. 3d. doz., tax 3s. 9d.

doz., i.r.p. 1s. 6d.; shaving-cream, 12s. 9d. doz., tax 4s. 3d. doz., i.r.p. 1s. 9d. 50s. assortd orders: shaving-soap, 16s. 3d. doz.; shaving-soap refils, 10s. 9d. doz.; shaving-cream, 12s. doz.

*Chas. H. Phillips Chemical Co., Ltd.*, Prices in Eire: Danderine (regd.), 1s. 3d., 12s. doz.; 2s. 6d., 24s. doz.

*Tokalon, Ltd.*, Tokalon face-powder, 10s. doz., tax 10s. doz., i.r.p. 2s. £5 orders assortd with other Tokalon preparations through wholesalers, 9s. 9d. doz.

**Corrections to Protected List.**—*Gilmont Products, G. P. jelly*, 2s., 16s. 6d. doz.; ointment, 2s., 16s. 6d. doz.; 3s. 6d., 28s. 10d. doz. (exempt from tax).

## SESQUICENTENARY DINNER

THE 150th anniversary of the founding of Howards & Sons, Ltd., Ilford, was celebrated at a dinner, held on October 15, at which some 130 members of the staff were guests. A toast to the company was proposed by Mr. John Hanbury (Allen & Hanburys, Ltd.) who, describing the connection which had existed between the two houses, said William Allen and Luke Howard had been in partnership for some years from 1797. They had parted company in about 1806, William Allen continuing the old business at Plough Court and going on to establish the business of Allen & Hanburys, while Luke Howard carried on the manufacture of chemicals at Plaistow. The works had subsequently been moved first to Stratford and then to Ilford. Lieutenant-Colonel Hugh Ll. Howard, M.C. (T.D.), replied to the toast. Other speakers pointed out that Messrs. Howards' was one of the comparatively rare businesses which had been handed down from father to son for five generations; all the present directors were members of the family. Mr. Geoffrey E. Howard (chairman), proposing the health of the staff, said that the staff had increased in number from about twenty-five to more than a hundred since he had entered the company. He was pleased that the number was still not too large for a close personal relationship to exist with the directors. Mr. Helliar replied, and called on Mr. Hersom to present to the board a silver inkstand to which the staff had subscribed. A toast to the houses associated with Messrs. Howards was proposed by Mr. Bernard Howard, and General Sir Geoffrey W. Howard, K.C.B., C.M.G., D.S.O., replied. A telegram of regret for his absence was received from Mr. Alfred G. Howard who, it was stated, had served the company for sixty-seven years and still regularly attended board meetings. A message was sent to Mr. G. Hireson, a pensioner of the company.

## TOILET PREPARATIONS AND PERFUMERY MANUFACTURERS' FEDERATION

THE following extracts are taken from the second annual report (1946-47) of the Toilet Preparations and Perfumery Manufacturers' Federation of Great Britain, presented to the third annual general meeting of members, held in London on Thursday, October 23.

The home trade rate of licensing has been increased, and an export bonus scheme has been introduced enabling those members who developed their export trade to add correspondingly to their permitted home trade. 1947 has been a most disappointing year. It can be described as one largely of "ups and downs," which have made it most difficult for any manufacturer to look ahead and plan for the future with any degree of confidence; the year has not brought the progress which had been hoped for in 1946. The Board of Trade did not see eye to eye with the Federation on the amplification of the bonus scheme, and the amendments which were introduced by no means went so far as the Federation had hoped.

### Export Difficulties

The fuel crisis had its effect directly upon production in the industry; in itself this was not so serious, as most firms were able to keep going, if only to a limited extent, by improvisation. Its effect on the industries supplying the trade with containers, raw materials, etc., was, however, far more disastrous, and it left as an aftermath a leeway which has still not been recovered. On the export side the industry has accomplished a notable effort in 1946 by sending abroad no less than £3,628,301 as against a target of £1,662,500 first set by the Government and later raised to £3,000,000. It was realised, however, that 1947 was likely to be a more difficult year. The severity of the fuel crisis was something which had not quite been allowed for. No sooner had that acute period passed than a period began of increasing curtailments of export markets. By the end of the year there was virtually only one free market left in Europe, and in other parts of the world the position was much the same. As a consequence, competition in the markets still open became increasingly keen, and the warning previously given that the "sellers' market" conditions would soon cease, proved to be only too true.

The work which exporters in the cosmetic industry had evidently put in, in promoting their export trade on a solid and lasting basis, was shown to have justified itself, for, despite all the difficulties exports of toilet preparations increased month by month during 1947, though it must be acknowledged that part of these increases was due to the scramble to push goods into markets in the last remaining weeks before they shut down, and it must be expected that the closing months of 1947 will show some falling off.

In the autumn the new economic crisis developed, and Mr. Matchan and Mr. Madden attended the meeting convened by Sir Stafford Cripps at Westminster to acquaint the industry of the Government's export intentions. Sir Stafford Cripps presented export targets set by the Government for each industry, and it was learned that the toilet preparations and perfume trades were to be counted upon to bring their exports by 1948 to a monthly average of £400,000, a figure representing 480 per cent. of the pre-war rate of export. The Federation has accepted the challenge, provided the Government carry out Sir Stafford Cripps's assurances in regard to raw material, fuel, etc., and detailed consultations with the Board of Trade have commenced.

### Planned Decontrol

Meanwhile, the decontrol subcommittee appointed by the Council has been examining what further modifications in home trade control and export bonus licensing can be recommended to fill the last stage towards decontrol. The problem of the smooth introduction of decontrol was debated at general meetings and a postal referendum was conducted to ascertain the feelings of members generally. This showed a 2 to 1 majority in favour of a gradual approach towards decontrol by the middle of 1948, as against immediate decontrol on January 1, 1948.

Detailed information on the application of the Government's plans to the toilet preparations industry are not yet available, but it is generally realised that firms not exporting will have to face many difficulties and may, indeed, be compelled, as a result for example of the withholding of raw materials except for export use, to close down alto-

ether. The industry will thus enter 1948 with a heavy task before it, but it has proved its resilience and enterprise in the past and there will be no lack of confidence for the future, despite the difficulties.

Ever since the establishment of the Federation consideration has been given from time to time to the question of price maintenance. So long as demands on the home market for toilet preparations exceed supply, the problem is not of immediate importance, but the time will come when

once again becomes a leading factor in the smooth operation of the industry's distributive machinery. An important new development is the announcement by the Government of a Committee of Inquiry to consider the practice of the fixing by manufacturers of a minimum retail price or margin and its effect on supply, distribution and consumption; the significant note is that the Committee is requested to report whether, in the light of present conditions and particularly of the need for maximum economy and efficiency in the production and distribution of goods, any measures are desirable to prevent or regulate its continuance.

#### Price Maintenance

Price maintenance is so very widely employed in the cosmetic and perfumery industry that this Committee's findings may have a far-reaching effect. The Federation, therefore, preparing to give detailed evidence to the Committee. In regard to price control, there have been further consultations with the Central Price Regulation Committee, particularly in connection with the treatment of advertising expenditure in the calculation of costs, but no changes in the arrangements agreed between the Federation and the Committee were made. The developments in the country's general economic situation, however, made it clear that the industry could expect little relief from purchase tax; indeed, in recent weeks speculations in regard to increases in purchase tax to be introduced in the special interim budget led the Officers to feel that it would be a wise move to try to stave off any increase in the tax on cosmetics and perfumery by again calling the Chancellor's attention to the repercussions, not only on home trade but on exports, which the existing high rates involved.

The most difficult problems confronting the industry were again probably those rising out of the acute short supply position of packaging and containers generally; it had been hoped that the position would

have been eased by progressive improvements, but the fuel crisis intervened, and the setback which that caused has not been overcome. The most serious shortage continues to be in bottles and jars: this is due mainly to lack of productive capacity, shortage of labour and raw materials, coupled with the exceptionally heavy priority demands made upon the glass bottle industry by the Government. The possibility of an allocation system has been studied, but the usage of glass containers is so widespread that any such scheme must be regarded as impracticable.

So far as supplies of boxes, cartons and other cardboard containers are concerned, the general situation has not materially improved: this is due to two factors—a shortage of pulp and a shortage of skilled labour. Attempts have been made by the Council to secure the annulment of the Packaging Schedules of the B.S.I. insofar as they affect toilet preparations. On behalf of the industry it has been pointed out that their retention seriously impedes manufacturers, as in many instances they are forced into the position of having to use two separate packs for the same product—one for home trade and one for export—which is not an economic proposition.

Among the many miscellaneous matters handled during the course of the year the most important was perhaps the work of a subcommittee appointed by the Council to prepare a report for submission to the Government on the industry's views on international trade barriers, the effect of tariff preferences, import prohibitions, etc., for the guidance of the Government in its preparatory work for the Geneva Conference of the United Nations on trade and economic questions. This report stressed the necessity for the maintenance of Imperial Preference, on the grounds especially of its value in assisting smaller manufacturers to "pioneer" and gain export experience in Empire markets.

#### Election of Officers

The following officers were elected for the ensuing year: President, Mr. L. J. Matchan; Chairman, Mr. A. J. E. Madden; Vice-chairmen, Mr. W. Cowlishaw and Mr. A. J. Black. Council, Messrs. T. Lyddon Gardner, N. F. Fabricius, E. Draper, W. H. Osborne, E. J. Smith, R. L. Demuth, E. M. French, C. Nathan, W. G. Ruff, V. A. Beetch, A. J. Black, W. Cowlishaw, R. G. Dyas, A. F. Gunning, A. J. E. Madden, J. W. Middlemiss, G. M. Roberts, M. Vardy and Gordon England.

## PERFUMERY FEDERATION DINNER AND DANCE

THE dinner and dance of the Toilet Preparations and Perfumery Manufacturers' Federation of Great Britain, Ltd., was held in London on October 23. The president (Mr. L. J. Matchan), who was in the chair, was accompanied by Mrs. Matchan, and supported by Mr. A. J. E. Madden (chairman of the Council of the Federation) with Mrs. Madden, officers and members of Council, and the secretary (Mr. C. A. Williams). About 450 members and guests were present including the President of the Board of Trade (Mr. J. Harold Wilson, O.B.E., M.P.), The Belgian Ambassador (Vicomte A. O. de Thieusies), the High Commissioner for New Zealand (Rt. Hon. W. J. Jordan, P.C.), the Parliamentary Secretary, Board of Trade (Mr. J. W. Belcher) and representatives of Government departments concerned with the industry.

### Serving the Country's Interests

In proposing the toast "His Majesty's Government," THE CHAIRMAN (Mr. L. J. Matchan) said: "In a gathering such as this I would think that almost every political view is represented and consequently it would be a difficult task for any of us to please everyone in dealing with the toast. There is one great thing that I can say about this Federation however—it has never played politics and I sincerely hope it never will. At this critical period the first duty of any organised industrial body should be to serve its country's interests irrespective of political feeling, and, if that is done, I am convinced that we shall come through our economic crisis with flying colours, mainly by virtue of our own endeavours and with the minimum of external help."

One of the hardest tasks we have had since Government departments started to display interest in our industry has been to convince them that besides being a good exporting proposition we are also an essential industry. Since 1940 we have successively been—worse than non-essential—non-essential—sufferable—semi-essential—but in recent weeks our policy of Governmental education has achieved success—and what greater authority than Mr. Belcher do you need for this? Last week in Glasgow he said 'Cosmetics at first glance might be considered non-essential—they are not. I think that if a woman looks good she feels good, and if she feels good she works better. Cosmetics are our highest export target and

I would prefer that we increase production rather than have a cut in the home market.'

Our views on control are well known and have been consistently the same. We do not want control for the sake of control but neither do we want decontrol overnight. Over two-thirds of the numerical strength of this Federation representing well over 80 per cent. of the monetary turnover in export effort and the home market of this industry are with me in my view that we should have a period of planned decontrol commencing in January before the lid is completely taken off. Our plans for this have been carefully considered in the light of our export target and are now with you. In considering them, Sir, we would ask you to bear in mind our consistently good record and recall that once when the Board of Trade decontrolled part of the industry against our advice, within a month there was such chaos that legislation had to be introduced to bring back control.

And this is where we have not had quite a square deal. We are expected, in the interests of economy, to maintain austerity packing at home and a fine packing for abroad. Please take my word for it—one pack for home and another for export is, in practice, the reverse of economy. I would ask you to see that these harmful packaging restrictions are, as promised two years go, removed from our industry, but if this is not done then see to it that the undertaking, given when foreign token imports scheme was introduced that imported goods would have to suffer the same restrictions as home produced goods, is implemented. Imported preparations are here in all the former packaging glory, but our present standard of home trade packing is harmful to our reputation.

### Highest Export Target

Turning to the export side of our industry we are admitted to have a fine record of achievement and we are justly proud. Sir Stafford Cripps has set us a higher target than any other industry. The carrot that he is dangling before the nose of his cosmetic donkey until the end of 1948 is nearly five times larger than in 1938. We are exhorted to export £4,800,000 during 1948. This is extremely high, particularly when you realise the intense American, French and even local competition in each country; and when you see the apparent alacrity with which each country in turn

either forbids the importation of our products, or as in Eire, increases duty to 100 per cent. The Government will, I am sure, keep its pledge of assistance in raw materials and production, but we now need their assistance in selling. When they are negotiating trade treaties—let them add the words 'Toilet Preparations' to the list of products that form the basis of their negotiations." Recently, continued Mr. Matchan, Sir Stafford Cripps had appealed to industry for maximum exports to Empire countries and almost at the same time the Colonial Office had issued a directive to its control authorities instructing them to refuse to issue import licences for goods considered to be non-essentials. Would Mr. Wilson take up the matter as one of importance and urgency, with a view to having the Colonial Office directive rescinded?

#### Efforts of the Board of Trade

MR. HAROLD WILSON, responding, said it was intended to make every endeavour to reopen the export markets at present closed to British goods. One of the objects of the Colonial Office directive banning the import into the Colonies of classes of British goods considered to be non-essential was the diversion of such goods to dollar markets. If the goods of the toilet preparations and perfumery industry intended for Colonial markets were not suitable for dollar markets, as had been contended, he would have the matter looked into without delay. Referring to packaging, Mr. Wilson said they were faced with enormous difficulties in securing sufficient satisfactory packaging materials for export. If they met the hoped for increased export requirements in this respect he was afraid the amount of packaging materials available for the home trade might be even less than hitherto and there was little hope of improving the quality of such materials. On the subject of the continued control of the industry, Mr. Wilson said he would not be expected to make a definite pronouncement at this juncture. It seemed to him that control was necessary to maintain the high quality of their products, if for no other reason. The submission made by the Federation for planned and gradual decontrol would be most carefully considered. Given the materials and with continued co-operation between the Federation and the Government departments and provided their former overseas markets were reopened to them, he was confident the industry as represented by the Federation would reach the admittedly high export

target so willingly accepted. To achieve this the exports of British toilet preparations would have to reach a value equal to five times that of pre-war exports and he wished them every success in their efforts.

MR. A. J. E. MADDEN, in proposing "The Guests" referred to the pleasure it had given his Council and the members of the Federation to be honoured with the presence of many distinguished guests, which included the newly appointed Belgian Ambassador, the High Commissioner for New Zealand, Mr. and Mrs. Davis Factor (Hollywood), Mr. C. F. Monier-Williams (Board of Trade) and other representatives of Government departments and trade organisations. Their tables, said Mr. Madden, had been graced and made pleasant by the presence of the ladies. Referring to trade matters, Mr. Madden said he was sorry that Belgium and New Zealand did not at the moment seem too ready to admit their goods; no doubt the two distinguished representatives of those countries they had with them tonight would see what could be done to improve the position.

In his reply, on behalf of the guests, the VICOMTE A. O. DE THIEUSIES said a measure of equilibrium between exports and imports was necessary in order to preserve the pleasant aspects of life. He had little doubt that it would give the Government of his country great pleasure to open up widely their market for British goods if the British Government would do the same for Belgian goods.

#### Presentation to Mr. and Mrs. Matchan

MR. A. J. E. MADDEN proposed "The Chairman." In presenting a handsome silver tea service to Mr. and Mrs. Matchan, Mr. MADDEN said it was a token of the high esteem in which their president and Mrs. Matchan were held and in recognition of the tremendous amount of work Mr. Matchan had performed on behalf of the Federation during his two years as their chairman.

MR. MATCHAN, who was received with musical honours, in briefly thanking the members of the Federation for the handsome gift, said his duties as their leader during the past two years had often been strenuous but he had thoroughly enjoyed the work. It was gratifying to him that the splendid support he had always received from Mrs. Matchan had been so happily recognised. A cabaret, which included Mr. Jack Train, and dancing concluded a most successful evening.



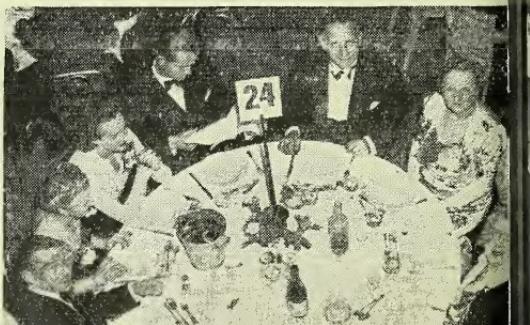
General view showing, at left, the table of the officers and principal guests.



Left, Two of the guests. Right, Group including Messrs. A. C. and F. C. Goddard, Mrs. L. G. Warh (secretary of the former Cosmetic and Toilet Preparations Trade Association) and Mrs. P. M. Campbell.

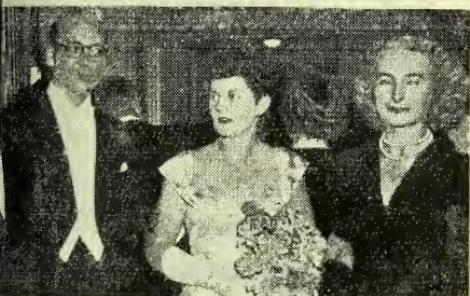


Left, Mr. and Mrs. M. Norton, Mr. and Mrs. C. B. Wood and others. Right, Group including Mr. and Mrs. D. A. Illsley, Mr. and Mrs. C. Spafford, Mr. and Mrs. I. R. Edwards.





J. E. Madden (chairman of the Federation) with Mrs. Madden at the reception of guests.



Belgian Ambassador (Viscount A. O. de Thieusies) with Mr. and Mrs. Matchan and Mme. de Thieusies.



High Commissioner for New Zealand (Rt. Hon. W. J. Jordan, P.C.) and party.



COSMETIC MANUFACTURERS'

# D I N N E R

LONDON, OCTOBER 23

## SCENES AND PERSONALITIES



Mr. and Mrs. Madden receive Mr. H. E. Chapman (secretary, Proprietary Articles Trade Association).



Mr. Stanley C. Johnson and neighbour.

At left: Mr. J. W. Belcher (Parliamentary Secretary, Board of Trade), Mr. Harold Wilson (President, Board of Trade), and others.



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CXLVIII NOVEMBER 1, 1947 No. 3532

## Cosmetic Trade Policies

THE achievements of the members of the Toilet Preparations and Perfumery Manufacturers' Federation in the export field call for the highest praise, its Council's second annual report (p. 536), and the President's (Mr. L. J. Matchan) speech at the dinner (p. 538), which followed the annual meeting in London on October 23, make it all too evident that the industry, now meeting a set of circumstances that, to some extent, limit the results of its future efforts as an outstanding dollar-earning industry. Exports for 1947 will, it is anticipated, reach an aggregate in value of about four times that of 1938. For 1948, the export target has again been raised, this time to £4,800,000, which represents an increase of 480 per cent. on pre-war shipment values. This is by far the highest percentage-increase target set for any industry. It is typical of the industry that, although it is well aware of the various obstacles that will have to be overcome, such as production difficulties at home, increased foreign competition and the probably restricted outlets in 1948 owing to the shut-down of number of important overseas markets, the challenge of Sir Stafford Cripps to go ahead and endeavour still further to increase its shipments was accepted without hesitation and cheerfully. The Federation's representatives did, however, make it clear that, in order to succeed, the industry must be provided with adequate supplies of essential raw products, containers, and packaging materials. The fullest co-operation and assistance in these matters, with a

general speeding-up of departmental decisions, was promised by the Government spokesman in his address to the Federation.

## Closure of Markets

The decision of a number of foreign and Empire countries, based on grounds of economic necessity, to close their doors against imports of non-essential goods is, in our opinion, the chief obstacle to the continued success of the industry's export drive. Both at the annual meeting and at the dinner there was evidence that the trade is alarmed at this sudden and wholesale closure of markets against its goods. Mr. Matchan urged the President of the Board of Trade to act quickly and to do everything practicable to persuade the overseas governments concerned to re-admit British cosmetics. Having called upon the industry to manufacture nearly £5 million worth of goods for export during 1948, it is the Government's first duty to ensure that markets capable of taking this volume of goods are open to the trade. It is certainly worse than useless for one government department to exhort the trade to increase its exports while, at the same time, another department (the Colonial Office) issues a directive to its control authorities to shut their doors to British goods, as has happened quite recently.

## Planned Decontrol

Another subject of importance dealt with in the report was that of the decontrol of the industry. A year ago planned and gradual decontrol was urged and accepted by the Government, and this policy has been adhered to again this year by the Council of the Federation and confirmed by its members. It is feared, and not without reason, that if control were suddenly removed, particularly at this juncture, there would be an influx of new makers which would result in fierce competition, wastage of labour and capital, and the production of goods of indifferent quality with consequent harm to the good repute in which British toilet goods are held in the world's markets. From the observations of the President of the Board of Trade on the subject there is good reason to hope that the Federation's submission will be accepted.

## A Praiseworthy Record

DR. KATHERINE COWARD, who was the speaker at the Women Pharmacists' first meeting of the session recently, has a unique title to be regarded as an authority on the subject of her address: "The History of Biological Standards for Vitamins." The early development of biological standards was, in fact, intimately bound up with the foundation and progress of the Pharmaceutical Society's nutrition laboratory. Previously there were no standards for the vitamins (since, in the nature of things, there could be at that time no chemical standards). Before real progress could be made in exploiting the vitamins to promote human health and nutrition, some yardstick of comparison was essential. The one adopted in the Society's laboratory was admittedly of a rather rough and ready kind, but it served its turn. Some of the standards devised by Dr. Coward and her collaborators were, in fact, so difficult to improve upon that they were adopted in turn by the Medical Research Council and by the 1931 International Conference on Vitamin Standards, and their originator must have proved a valuable member of the Committee upon Accessory Food Factors set up jointly by the M.R.C. and the Lister Institution of Preventive Medicine. Nevertheless, as Dr. Coward (quoting Sir Henry Dale) pointed out in her lecture, "the object of every committee concerned with biological standardisation is self-extinction," and, as chemical standards become available for one after another of the vitamins, the need for biological standards will disappear. Another International Conference is planned for 1948, and it is not impossible that the Conference may herald the doom of the remaining biological standards which apply to vitamin products. So far as the Nutrition Department of the Pharmacological Laboratories of the Pharmaceutical Society has concentrated upon biological tests, its usefulness will then diminish. However, it would be regrettable that a constructive and enlightened move such as the Society made in establishing the department—a move, moreover, which has brought credit to the profession of pharmacy—should pass unnoticed into history. The most satisfactory ending would

be a new beginning in another field offering equal opportunity for enlightened service to the community, and the announcement recently that the Society setting up a laboratory to deal with the use of radioactive tracer elements in physiological and chemotherapeutic problems suggests that something of the sort may be taking place.

## Cancer Death Rates

LIGHT on the local distribution in England and Wales of different types of cancer thrown by a monograph published by H.M. Stationery Office ("Studies in Medical and Population Subjects, No. 1. Regional and Local Differences in Cancer Death Rates," by Percy Stocks, M.D., D.P.H., price one shilling). A prefatory note by the Registrar-General says that every year more than 70,000 people in England and Wales die from cancer—more in one year than were killed by bombs and rockets in nearly six years of war. The new monograph deals more extensively with the statistics of cancer distribution than practicable within the limits of the Registrar-General's annual review. Among other facts, it shows that while a country man is less likely than a city dweller to suffer from cancer, he is more likely to have cancer of the stomach if he has cancer at all. In North Wales particularly, the female death rates for stomach cancer are 74·103 per cent. above the average rate for England and Wales. Because the incidence of all types of cancer is so much greater in urban than in rural areas, the death rate for stomach cancer at early age is also greater and is clearly associated with such factors as social class and housing density. In towns with the poorest average social conditions, the death rate of women between forty-five and sixty-four tends to be high for cancer of the stomach and uterus, and low for cancer of the breast and ovary, while in towns with the best social conditions, rates tend to be low for stomach cancer but high for ovarian cancer. An analysis of death rates in twenty of the largest towns of England and Wales suggests either that the smokiness of the atmosphere tends to produce lung cancer, or that sunlight tends to prevent it.

## REPORT ON ECONOMIC CRISIS

The London Chamber of Commerce has published the text of a report entitled "The Economic Crisis" adopted by its council at a special meeting held on September 30. The report states that the main short-term problem in Britain, as most other countries of Europe, is to obtain food and raw materials, coal being the most critical. Given adequate quantities these the country can, by hard work, build her economy; the same is true of other countries. Restoration could proceed rapidly if, in addition, capital equipment could be imported.

The devastated countries should be encouraged to restore and develop their agriculture and output of raw materials, concurrently with industries, such as transport, without which rehabilitation of primary production cannot be carried out.

### Mistake to be Avoided

The Chamber is concerned that the mistake of starting too many projects at once will not be repeated in Europe. It considers that rapidly to re-establish manufacturing industries in Central Europe would not automatically solve Britain's economic crisis. The opinion is strongly held that the greatest contribution this country can make, both towards its own salvation and that of Western Europe, is to concentrate upon developing fresh sources of food and raw materials. Not only should the closest consultation on the subject take place with the Dominions at once, but immediate steps should also be taken to find out from the Colonial Empire what additional foodstuffs and raw materials they would be capable of producing with full assistance, technical and otherwise, from this country. The view that world shortage of foodstuffs is temporary ignores the awakening of people all over the world to the importance of nutrition to their lives and health. Surpluses arise in one part of the world when they will be due, in large measure, to an outmoded and now inefficient system of international payments. Shortage of dollars is not a U.K. but a world problem. Even if the U.K. were able to close the gap between import and export values, the major problem of dollar scarcity would remain unsolved. For five weeks, from July 15 to August 20, 1947, Great Britain took upon its shoulders the responsibility for providing the world's need of dollars for current transactions. The disastrous result of this action was inevitable, and the

Chamber trusts that the Government will make representations to the United States Government that the Loan condition under which it was done has proved incapable of fulfilment. At this moment of crisis Britain cannot afford to make exports which do not enable her to buy, directly or through third countries, the things needed for survival. It would have been better had the goods lost by bad debts been made available in the home market, thus raising morale and creating incentive.

### Position of U.S. and Canada

It is evident that the U.S.A. and Canada are, and must remain for many years, the main sources to which the devastated countries of Europe, including Britain, must look for food and certain raw materials. Even if the United States were prepared to take imports from the world to a value of £5,000 millions instead of £2,000 millions, it would be quite beyond the present productive capacity, labour, or raw material resources of the war-shattered nations to increase their exports on that scale. In fact, America would not be prepared to take such an immense volume of imports. It is also a mistake to suppose that the internal stability of the American economy requires an export surplus of such dimensions, or that present exports are being made without a measure of sacrifice on the part of the American people. One reason this assistance is being given is a widespread desire amongst the American people to help on moral grounds. From many contacts with American business men, the Chamber is convinced that their point of view is not appreciated in this country. They expected the Loan to be used to give maximum opportunity to restore the country's economy. They point out that, excellent and desirable in themselves as many of the new British social services and other benefits are, they are being provided out of money lent for a quite different purpose.

The old system of international free trade in money is considered unworkable under the totally changed conditions of the twentieth century. A far better system would be multilateral contra accounts between the nations. Under such a system a nation would acquire credits when it exported. It could only clear those credits when it imported, thus creating a contra account. It need not necessarily import from the country to which it sold but, if it wished to take payment, could do so only

by importing from the world to the value of its exports (visible and invisible) to the world. Credits so created would have an agreed life. The system would render unnecessary dissensions between the nations on the subject of their tariffs and other trade barriers. If they chose to maintain high tariffs against imports, they would automatically restrict their own exports. That would be, and should remain, entirely a matter for their own decision. At present, so long as nations have no guarantee that a willing seller to the world is necessarily a willing buyer from it, imports may result in buying nations finding themselves with unpayable debts.

If Great Britain were to take the lead now in instituting a system of payment by

multilateral contra account, it is yet possible that the tendency towards national self-sufficiency might be checked. The Chamber believes that the system would attract into its orbit most, if not all, the trading nations of the world. It is thought that the countries of the British Commonwealth and Empire would readily join such a group, which would have attractions also for the United States. The U.S.S.R. would find that the basis of its criticism of the free enterprise system had been removed. The report concludes with a plea that, because the Chamber is, perhaps, in closer and more intimate contact with overseas trade than any other trade organisation in the country, its criticisms and counsels should be given full consideration.

## BIOLOGICAL STANDARDS FOR VITAMINS

A LECTURE by Dr. Katherine Coward (head of the nutrition department of the Society's pharmacological laboratories), on the subject "The History of the Adoption of Biological Standards for the Determination of the Vitamins" was given at the opening meeting of the 1947-48 session of the National Association of Women Pharmacists which was held in London recently. Miss D. M. Jones (president) introduced the speaker.

DR. COWARD said that in the early days there had been no standards by which vitamins could be determined. Vitamins A and D in fats were roughly measured by the amount of growth shown in test animals fed on varying quantities of different fats. It was early realised that cod-liver oil was rich in both vitamins and that some method of standardisation was necessary. Dr. Burn and his colleagues in the Society's pharmacological laboratories had worked on the problem and the standard used in the laboratories was adopted in 1930 for the whole of the British Isles. In 1931 an international conference on vitamin standardisation was held and it was decided to prepare quantities of standard vitamin preparations against which any sample could be tested by tests on animals. The following standards were adopted: Vitamin D, a solution of irradiated ergosterol ( $1 \text{ mgm.} = 1 \text{ unit}$ ); vitamin A, a solution of carotene in oil ( $0.001 \text{ mgm.} = 1 \text{ unit}$ ); vitamin B, an adsorption product on fuller's earth ( $10 \text{ mgm.} = 1 \text{ unit}$ ); vitamin C, the freshly expressed juice of a lemon ( $0.1 \text{ cc.} = 1 \text{ unit}$ ).

At a second international conference held in 1934 the standards were reviewed in the light of new knowledge. The standard for

vitamin A was replaced by a purer preparation of  $\beta$ -carotene ( $0.6\mu \text{ gm.} = 1 \text{ unit}$ ). A spectrophotometric test was allowed but the biological assay was regarded as the fundamental criterion. The previous standard for vitamin D was still available in sufficient quantity and had good keeping qualities but it had been found that its activity was due to more than one factor so that results of tests varied according to the test animals used. It was decided that a new standard would become necessary. By 1934 pure ascorbic acid had been synthesised so that biological assay for vitamin C had become unnecessary. The original standard for vitamin B was not changed.

Since 1934, said Dr. Coward, much work has been done on the vitamins and a further conference was to be held in 1948. A number of vitamins had been prepared in the pure state, and it was likely that chemical assays would replace biological assays. Vitamin E has been investigated for some years, but its therapeutic value had not been proved.

Dr. Coward gave examples of the invaluable information which could be obtained by detailed statistical examination of the results of routine tests. Exhaustive analysis of figures obtained during routine tests for vitamin A had shown that it was unnecessary to carry on the tests for more than three to four weeks and for a given degree of accuracy twice as many female rats as male rats needed to be used. Dr. Coward concluded by recalling a remark of Sir Henry Dale that the ultimate object of anyone concerned in biological standardisation was "self-extinction," and this was taking place in the vitamin field.

## DRUG SUPPLIES AND THE N.(W.)F.

NUMBER of pharmacists have reported difficulty in obtaining supplies to meet prescriptions written according to the third edition of the National (War) Formulary, 47, which came into use on October 1. I invited a chemist in retail business in North London to answer a number of questions on his experience of the new formulary. His replies are given below:—

(1) *Have you been able to obtain adequate supplies of items which were not included in the previous edition of the formulary?*

Not in every instance; for example, I have had great difficulty in obtaining paparine hydrochloride, adrenaline and atroine methylnitrate.

(2) *Has it been possible to obtain the tinctures which replace concentrated tinctures and liquid extracts used in the previous edition?*

I have been able to obtain small quantities of most of the tinctures. Tincture of ecacuanha, oxymel of squill and codeine phosphate are in very short supply.

(3) *Have you been able to obtain supplies of ammonium bicarbonate to replace ammonium carbonate?*

At first the bicarbonate was very difficult to obtain—only one drug house of the five tried had any stocks. The position is a little easier now, but what advantage has the bicarbonate over the carbonate, which has been used for centuries with good effect?

(4) *Has the adoption of the new formulary left you with any redundant stocks?*

Yes, but they will have to be "liquidated" (e.g., in "own-name" preparations) to avoid loss especially the fluid extracts.

(5) *Has the new formulary proved a help or a hindrance at the dispensing counter?*

It makes little difference. None of the new preparations should present any serious dispensing difficulty.

### No Co-ordination

In preparation for October 1, I asked representatives of various drug firms for the new items. Some had no knowledge of them; others had no stocks and were not prepared to meet the new demand. No steps seem to have been taken by them to study the requirements of the new formulary, and the wholesalers seem to have had no knowledge of the changes until the new formulary was actually being distributed. There would appear to have been

no co-ordination between the compilers, the drug houses, and the actual man who is expected to supply the public with its medicine on a given date, namely, the pharmacist in retail business.

### CORRESPONDENCE

#### Quinine

SIR,—There are indications in a number of quarters that the medical profession does not yet realise that quinine is now free of all Government control and that supplies are freely available for dispensing purposes and for retail sale. You may think it desirable to give publicity to a fact which ought to be more generally known.

HOWARDS & SONS, LTD.,  
Ilford. G. C. MANN, Director.

#### Coupons for Baby Foods

SIR,—I enclose herewith a copy of the letter [given in an abridged form below] I sent recently to the Minister of Food. My suggestions arise from experience. In my opinion there is an obvious necessity for a uniform system of marking, and an agreed optimum number per week or period.

#### SYSTEMIST.

As a retail pharmacist I heartily applaud the introduction of the Order (S.R. & O., 1947, No. 2151). As a member of an Executive Council, and a member of many other committees, and as a member of the local urban district council, I have seen the drastic necessity for the Order for some months past.

I have some concrete suggestions to make to you, in respect of para. 3 (b), as there is a diversity of opinion and method in the marking of the appropriate week square. If one tin per week per infant were practicable, no problem would arise. If the Ministry were to direct all retailers that a small figure 1, enclosed within a circle, were to be the cancellation mark, as many as three could be introduced into the small square. I enclose a cutting from a recent issue of THE CHEMIST AND DRUGGIST. I humbly suggest to you that the method of marking there suggested is impracticable, for the thirteenth week of the ration period is bound to lie between October 12 and 18. I suggest, moreover, that there should be an optimum number of tins that may be purchased in one week. Unless such an optimum is agreed upon, I suggest that there will continue to be a shortage of dried milk foods. The maximum number per week is required for the first six months of the baby's life, with a slight reduction up to nine months; certainly only one tin weekly is needed after the twelve months. The supply position, of course, is the answer to all limitations. I personally would bear the expense of having a discussion with you, dieticians, manufacturers, suppliers, etc., if you think it would help.

## PHARMACEUTICAL SOCIETY OF IRELAND

THE October meeting of the Council of the Pharmaceutical Society of Ireland was held in Dublin on October 14. Mr. J. K. Whelehan (president) in the chair. Also present were Messrs. P. A. Brady, J. Gleeson, P. C. Cahill, F. X. Meagher, C. J. Cremen, P. Fullam, B. C. Sullivan, M. Costello, H. P. Corrigan, P. Brooke-Kelly, G. C. O'Neill, R. Daly, P. F. McGrath, T. C. Scott, J. P. Kissane, N. A. P. McKane, M. Power, F. Loughman, T. D., and T. B. O'Sullivan. An apology for absence was received from Mr. J. A. O'Rourke. THE PRESIDENT welcomed Mr. Sullivan on his first attendance at a Council meeting.

### Election of President

The Council then proceeded to the election of officers. THE PRESIDENT proposed as president Mr. P. A. Brady, who, he said, had served as president of the Irish Drug Association, and on the Council of the Society, for some years. Mr. Brady, as vice-president, had ably served Mr. Whelehan for two years, and his wisdom and mature consideration had proved invaluable. MR. F. X. MEAGHER, seconding, said the present strength of the Irish Drug Association was largely due to Mr. Brady's tact and geniality in the Association's difficult times. Mr. Brady had contributed greatly to the success of the British Pharmaceutical Conference held in Dublin in 1929. The motion was carried unanimously. Amidst applause, Mr. Brady took the chair as *President*, and after he had been invested with the badge of office, said he was deeply conscious of the honour the Council had conferred upon him. The outgoing president, Mr. Whelehan, had done work for pharmacy during the past two years that was unequalled. During the coming years, with the support of the Council, Mr. Brady said he would do all that was in his power to conduct as well as possible the duties of his new office. THE PRESIDENT then proposed Mr. T. C. Scott as vice-president. MR. MCKANE seconded, and Mr. Fullam also spoke in support of Mr. Scott. Mr. Scott was then elected *Vice-president*.

MR. CAHILL moved the re-election of Mr. Gleeson as treasurer. The coming year, said Mr. Cahill, would be a difficult one in the finances of the Society, and the Council would be glad to have the services of Mr. Gleeson, in whom they had the

utmost confidence. MR. DALY seconded Mr. Gleeson was then unanimously re-elected *Treasurer*. He said he would do his best in the interests of the Society. On the motion of MR. GLEESON, seconded by MR. CAHILL, the Society's auditors were re-elected.

Discussing the Society's accounts, MR. MEAGHER suggested that the amount paid out in law costs should be shown in the accounts without, as at present, the amount received in fines deducted, so that members could know the full amount spent. Both MR. GLEESON and THE PRESIDENT agreed that the suggestion was excellent. It was agreed that in future the account for law costs should be made up on the lines suggested by Mr. Meagher.

MR. MEAGHER suggested that, to enable country members to be present, the Law Schools and House Committees should meet the same day as the Council. MESSRS. KISSANE, DALY, LOUGHMAN, and POWER (all country members) said the suggestion was excellent and would allow them to take part in the committee work of the Society. It was unanimously agreed to try Mr. Meagher's suggestion in the coming year, the entire Council to constitute the *Law Schools and House Committees*.

The following, with the Society's officers were appointed to constitute the *Certificates and Declarations Committee*: Messrs. P. C. Cahill, H. P. Corrigan, F. X. Meagher, T. B. O'Sullivan, and P. F. McGrath; *Benevolent Fund Subcommittee*: Messrs. Cahill, Meagher, and Cremen, with the Society's officers.

### International Federation

A letter was read from the *Fédération Internationale Pharmaceutique* intimating that, at a meeting held at Zurich, the Pharmaceutical Society of Ireland had been admitted as a member of the *Fédération*. The registrar (Mr. J. G. Coleman) was directed to supply the *Fédération* with information about the Society's membership and constitution.

An application by Mrs. E. England (née McClure) requesting restoration to the register of pharmaceutical chemists was granted. The reports of the House, Law, Schools and Certificates and Declarations Committees were submitted and approved. The registrar reported on the deaths of Miss S. Deakin, M.P.S.I. and Mr. J. M. Huban, M.P.S.I.

The following changes of address were notified:—

Mr. J. F. Brady, M.P.S.I., to The Diamond, Donegal; Mr. P. J. Currihan, P.S.I., to 53 Keeper Road, Crumlin, Dublin; Mr. D. M. Freely, M.P.S.I., to 1 Earse Road, Sligo; Mr. T. C. Frawley, P.S.I., to O'Connell Avenue, Limerick; Mr. H. Grainger, M.P.S.I., to Green Street, Killan, co. Kilkenny; Mr. F. C. Hamilton, P.S.I., to Nitkourst, Third Avenue, Milnethorpe, Capetown, South Africa; Mr. C. McEvoy, M.P.S.I., to 63 Thomas Street, Dublin; Mr. J. J. O'Gorman, P.S.I., to 63 Liberty Square, Thurles, Tipperary; Mr. M. J. O'Brien, L.P.S.I., Pearse Square, Fermoy, co. Cork; Mr. H. Williams, L.P.S.I., to Relic Breda, Curles, co. Tipperary. The completed entries of the registers were signed.

#### CENCE Certificates

The licence certificates of the following were signed and sealed:—Margaret Hughes, Niamh M. A. Kennedy, Mary Sullivan and Sheelagh M. Wickham. The following were elected members of the Society: Messrs. J. F. Brady, M. Costello, Harrington, A. Hensey, J. McMenamin, J. O'Gorman, E. O'Mahony, P. J. Regan, and Mrs. M. T. Egan. The following were nominated for membership: Messrs. J. Fitzgibbon, Dublin; T. A. Houlihan, Roscrea, co. Tipperary; W. Young, Mountbellew, co. Galway; T. C. Frawley, Limerick, and Miss A. Hourihane, Dublin. Preliminary registrations were recorded for the following: Ellen Banahan, Marie Baxter, Mary J. Buckley, Jeremiah Carroll, John F. Connaughton, Joseph F. Cosgrove, Thomas H. Curneen, Charles A. Farrell, Evaline J. Gilvary, Thomas V. Houlihan, Patrick J. C. le Masney, John J. F. McKiernan, Denis F. Murphy, John J. Beirne, Ruth O'Malley, Patrick A. Stanley, Daniel Walsh and Paula Walsh.

MR. BROOKE-KELLY, discussing the increased subscription for membership, said he had had a complaint from some of the older members; one old member, who had been paying into the Society for over forty years, thought the fee for older people should not be increased. MR. GLEESON said he sympathised with the older members, but expenses had increased considerably from the time when the subscription was £1 1s. 6d. It would be difficult to deal with isolated cases, and a special regulation would be necessary.

MR. KISSANE asked whether certain companies had a legal right (he knew they

had no moral right, he said) to withhold certain lines from chemists. Two companies had refused to supply certain veterinary products through a chemist and had insisted on supplying direct to the veterinary surgeon. The refusal seemed to imply that chemists were not competent to handle such drugs. MR. MCKANE said action against firms which were confining to veterinary surgeons lines which chemists, by their licence, were entitled to sell could be taken through the chemists' associations in the country. MR. LOUGHMAN wondered if the purpose of the companies was to prevent such preparations getting into the hands of unqualified persons. Under a Bill introduced recently in the Dail the sale of certain commodities would be restricted to certain people, and, where pharmaceutical preparations were concerned, chemists would be consulted. THE PRESIDENT said that an undertaking by a pharmaceutical chemist, that only properly qualified persons would be allowed to handle any such preparation supplied to him, should be sufficient safeguard. MR. BROOKE-KELLY said no restrictions of any kind should be placed on the chemist who had a licence to dispense medicines of all kinds; no exception should be made in the case of the veterinary surgeon. MR. LOUGHMAN thought the Society should write to one of the companies concerned for an explanation. MR. KISSANE said if the process continued, such firms might insert a wedge between doctor and chemist, as was already being done in the case of penicillin. MR. POWER said country-wide propaganda was being conducted to prevent the sale of veterinary lines through chemists. MR. MCKANE saw no point in carrying on negotiations with the veterinary organisations; the dispute was with the manufacturers. After further discussion it was agreed that the registrar should write to the company concerned, and that Mr. Kissane should raise the trade aspect of the matter with the Irish Drug Association.

MR. CAHILL referring to a special regulation under which apprentices serving in the Army during the emergency were given special exemptions, mentioned a case of a man, serving in the permanent Army, who was seeking the exemptions. MR. WHELAN said the exemptions were intended to apply only during the emergency, which was over. It was decided on Mr. Cahill's suggestion to ask the Society's law adviser to clarify the position.

The Benevolent Fund Committee agreed to invest £500 in savings certificates.

## TRADE REPORT

**Spot quotations for pharmaceutical chemicals represent the prices for wholesale quantities of standard quality. Prices of crude drugs and essential oils vary as to brand or grade**

### 28 Essex Street, W.C.2, Oct. 29

THE markets for PHARMACEUTICAL and FINE CHEMICALS have been without material alteration during the past week with prices in all sections fully maintained at previously quoted rates. Demand continues to be brisk both in home and export trade, with few improvements in supplies.

#### Crude Drugs

The lull in activity in CRUDE DRUGS persists, although there is no lack of inquiry from the Continent for items which require dollars for their purchase. There has been a good volume of inquiry for AGAR with little on the spot. No signs of any shipments of the Hongkong material purchased recently are evident; shippers are asking for an extension of shipping dates which suggests that the goods were not available at the time of purchase. It is understood that no further import licences are being granted for BENZOIN until the New Year. There are however fair stocks available on the spot of good almondly block, which are said to be adequate for domestic consumers' requirements. Round BUCHU is becoming scarce on the spot. CALABAR BEANS is firmer at origin and spot is quoted fractionally dearer. CARDAMOMS is a dull item with prices unchanged on the week. There are apparently to be some exports of CHAMOMILES from Belgium after all but prices will be high, at around 12s. 6d. per lb., delivered London. GAMBOGE, Siam pipe, is easier on the spot. IPECACUANHA is also an easier market. Quotations for Jamaican GINGER on the spot are higher. In other spice items from that source there is little activity; it was reported recently that the Kingston market for MACE and NUTMEGS was unsatisfactory, but a renewal of activity is expected shortly. Extensive stocks of PIMENTO are still held in Jamaica from the last crop, while collections of new-crop have started and good supplies are going to market. No changes in the prices of GUM ACACIA are reported, with little business done; the market at origin has been steady and the demand fair. July shipments of this item from the Sudan totalled 1,066 tons valued at £54,984. The revised prices, approved by the Ministry of Food, for HONEY for manufacturing purposes, came into operation recently; there has been a good demand for both the Australian and Jamaican varieties. It is learned that practically the whole of last season's production of honey in Jamaica has been shipped to the U.K. The market for PAPAIN, of which there is little on the spot, remains quiet with prices steady; production of this item in Tanganyika is rather low owing to the poor weather conditions

and to a mild plant disease which has been attacking the crop. There is an indication that shippers are prepared to accept lower prices for SENEGA and recent cabled quotations are at the equivalent of 11s. 6d. per lb., c.i.f. Stocks of TONKA BEANS are on the low side and quotations for small quantities are higher. TRAGACANTH is in good supply and the market is tending easier. The quality of recent arrivals of VALERIA varies considerably and 2s. per lb. is asked for the best grade. Another recent arrival from Belgium is LIQUORICE JUICE, which is said to be similar in flavour to Italian sticks are quoted at 4s. 2d. to 4s. 4d. per lb. and block, 220s. per cwt., duty paid.

#### Essential and Expressed Oils

The market for ESSENTIAL OILS continues on a subdued level. Although the forward market for most items remains easy higher prices are being asked for ANISEED. Owing to the volume of the demand from the U.S. and France, China cannot offer before December-January shipment. CASSIA, LEMONGRASS, PALMAROSA and PATCHOULI are all easier on the spot. Shipment offers of Ceylon CITRONELLA are as low as 3s. 1½d. to 3s. 3d. per lb., c.i.f. Supplies of English-distilled CORIANDER have not improved but NUTMEG is fairly plentiful. SASSAFRAS is becoming scarce and the market is hardening. There has been a deterioration in the supply position of ALMOND (B.P.) and in the absence of new importations stocks will soon be unobtainable.

#### U.S. Drug and Chemical Report

New York, October 24

THE United States chemical industry should be in a position to cope with most domestic and export requirements by the summer of 1948. At present, however, shortages of steel are holding up extensions of plant and output is also impeded by shortages of containers and of transport. It is understood that an improvement may be expected in supplies of ALKALIS early in the New Year. ACETIC ACID, however, is expected to continue in short supply despite plant expansion which is scheduled to raise production to a considerable extent. A leading producer of ALCOHOL has raised prices by nine cents per gall.

The first private purchase of Japanese MENTHOL since before the war has been reported. Business is understood to have been placed in Japan at around \$7.50 per lb. for October-December shipment. This is equal to \$8.00 per lb., duty paid. Spot prices for menthol here range between \$8.85 and \$9.00 per lb.

In the U.S. markets there is a serious shortage of COCOA BUTTER, with the last recorded sales at the record price of \$1.20 per lb. A number of the SPICES were marked up in price during the week under review but medicinal CRUDE DRUGS were fairly stable. Several Indian and Central European drugs display a hardening tendency and importers forecast higher prices for KARAYA before the end of the year. Although the demand for ESSENTIAL OILS is understood to have improved somewhat, sellers consider the present sales level rather disappointing; prices have failed to show expected recoveries, they say.

## Pharmaceutical Chemicals

**ACETANILIDE.**—Makers' quotations for cwt. lots in kegs are at 2s. 6d. per lb. for crystals and 2s. 7d. per lb. for powder.

**ADRENALINE.**—Makers' prices for the synthetic are as follows: 100 gm., 2s. 9d. per gm.; 250 gm., 2s. 6d.; 500 gm., 2s. 2d.; 1,000 gm., 1s. 11d. Quotations for the natural are at from 5s. 6d. to 6s. per gm., according to quantity.

**ALLOBARBITONE.**—Current price for 10-lb lots is 90s. per kilo; smaller quantities are quoted at 99s. per kilo.

**AMPHETAMINE.**—Prices for the BASE and ULPHATE are from 150s. to 160s. per lb., as quantity.

**ANETHOLE.**—Very little on the spot but material to come forward shortly is quoted at from 12s. to 12s. 6d. per lb., according to quantity.

**ASCORBIC ACID.**—Current quotations are from £23 10s. per kilo, upwards.

**BARIUM SULPHATE, B.P. (x-ray).**—Current rates per lb. (containers in brackets), or quantities between 28 lb. and 1 cwt., are as follows: 1s. 8d. (1-lb.), 1s. 7d. (2-lb.), s. 6½d. (4-lb.), 1s. 5½d. (7-lb.), 1s. 5d. (14-lb.), 1s. 4d. (28-lb.).

**BENZALDEHYDE.**—Prices of B.P.C. quality are from 4s. 9d. to 5s. 6d. per lb., as to quantity.

**MAGNESIUM OXIDE (B.P. LEVIS).**—Prices for the home trade (per lb.) are as follows: containers in brackets. 28 lb. to 1 cwt., s. 5d. (1 lb.); 3s. 4d. (2 lb.); 3s. 3½d. (4 lb.); 3s. 2½d. (7 lb.); 3s. 2d. (14 lb.); s. 1d. (28 lb.) per lb. Bulk quantities range from 2s. 4½d. to 2s. 6d. per lb., in 28 lb. packages, as to quantity, carriage paid.

**MAGNESIUM TRISILICATE (B.P.).**—Prices per lb.) in the home trade are unchanged. Containers in brackets. 28 lb. to 1 cwt., s. 4d. (1 lb.); 4s. 3d. (2 lb.); 4s. 2½d. (4 lb.); 4s. 1½d. (7 lb.); 4s. 1d. (14 lb.); s. (28 lb.) per lb. Bulk quantities range from 3s. 2d. to 3s. 4d. per lb. in 28 lb. packages, as to quantity, carriage paid.

**PYROGALLOL.**—Current rates are as follows: 1-cwt., 21s.; 56-lb., 21s. 6d.; 28-lb., 22s. 6d. per lb. Resublimed, 4s. per lb. Above these rates. Prices are net.

## Crude Drugs

**ACONITE.**—Indian root is steady at from 375s. to 380s. per cwt., according to holder.

**ALOES.**—Cape on the spot, is quoted at 170s. to 175s. per cwt.; for shipment 145s., c.i.f. Curaçao in boxes, is quoted at 235s. to 245s. spot; forward, 215s. to 220s. c.i.f. Socotrine is available at from 156s. to 190s. per cwt.

**ANISE (STAR).**—Market is dull; quoted from 120s. to 130s. per cwt.; shipment, dearer at 115s., c.i.f.

**ARECA NUTS.**—Quiet. Ceylon offering without much business at 65s. to 67s. 6d. per cwt., spot.

**ASAFETIDA.**—Block on the spot is quoted from £25 to £28 per cwt., according to quality and seller.

**BALSAMS.**—*Canada* continues in short supply at 17s. per lb. spot. Pará *Copaiba*, spot, 8s. per lb. for soluble and 7s. 3d. for insoluble. *Peru*, San Salvador 6s. 9d. to 7s. per lb., duty paid. *Tolu* is quoted at 18s. per lb., spot.

**BAY LEAVES.**—Leaves without stems 88s. to 90s. per cwt., duty paid, quoted.

**BELLADONNA.**—Herb on the spot of B.P. quality is quoted at 5s. 6d. per lb. A parcel of root is in course of landing.

**BENZOIN.**—Steady. Sumatra is quoted at from £15 to £20 per cwt. spot, according to quality and seller.

**BUCHU.**—Spot stocks are much reduced. Old-crop short-round or oval leaves are quoted at 4s. 2d. to 4s. 3d. per lb., spot; shipment, 4s., c.i.f.

**CALABAR BEANS.**—Market is dull; offering at 11d. per lb., ex warehouse, Liverpool.

**CALUMBA.**—Natural unwashed root is quoted at 65s. per cwt.

**CAMPHOR.**—Chinese tablets (½-oz.) quoted at 11s. 3d. to 11s. 6d. per lb.; refined powder (B.P.), 10s. 3d. to 10s. 6d., Formosa (B.B.), 9s. 6d. to 10s.; 2½-lb. slabs, afloat, quoted at 10s. 6d. per lb., landed, duty paid. Chinese crude 93-95 per cent., 7s. per lb.

**CANTHARIDES.**—Spot quotations for Chinese are 13s. 3d. to 14s. per lb., duty paid; for shipment, 7s., c.i.f.

**CAPSICUMS.**—Quiet. East African, spot, steady at 120s. to 140s. per cwt., according to quality.

**CARDAMOMS.**—A dull market with no changes in prices. Mangalore: Half-bleached, A's, are quoted at 8s. 6d.; B's, 8s.; seeds, 7s. (nominal), spot. Allepy seeds No. 1, offered at 7s. 9d.; Allepy greens 6s. 9d. per lb. spot.

**CASCARA SAGRADA.**—Quotations for 1946 crop, spot, are from 260s. per cwt., duty paid. American new-crop bark is at 250s. to 255s. per cwt.

**CASCARILLA.**—Quills are offering on a slow market from 1s. 8d. and siftings at 1s. 5d. per lb., spot.

**CHAMOMILES.**—Hungarian material is quoted at 3s. per lb. duty paid, ex quay, London.

**CHILLIES.**—Mombasa, quoted at 160s. per cwt. spot. Sierra Leone, 140s., nominal. Nigerian, 125s., spot; Japanese-type, 190s.

**CINNAMON.**—0000 quill is quoted at 3s. 9d., spot. Quillings is available at 1s. 10d., spot; featherings, 1s. 6d.; chips, 10d. per lb.

**CLOVES.**—Zanzibar, quoted at 10½d. per lb., spot. Penang, offered at 3s.

**COLCHICUM.**—Spot. Jugo-Slav corms are quoted at 9s. 9d. to 10s. per lb.

**COLOCYNTH.**—Quiet. Spot, fine-white is offered at 2s. and medium-white quoted at about 1s. 10½d. per lb.

**ERGOT.**—Quoted at 4s. 9d. per lb., spot, forward, 4s. 3d., c.i.f.

**EUPHORBIUM.**—Spot quotations are from 85s. to 90s. per cwt.

**GAMBoge.**—Siam pipe is easier at £55 per cwt., duty paid, ex warehouse.

**GENTIAN.**—French natural root on the spot, 95s., quoted; cut, 130s. per cwt.

**GINGER.**—Jamaica is dearer with No. 1 quoted at 115s. per cwt., spot; No. 2 is quoted at 97s. 6d.; No. 3, 95s. Sierra Leone, on the spot, is unchanged at 67s. 6d.

**GUAIACUM RESIN.**—Quotations for lump are from 2s. 9d. to 3s. per lb., spot.

**GUM ACACIA.**—Kordofan cleaned sorts quoted at 73s. per cwt., London or Liverpool; shipment, 69s., c.i.f. Bleached No. 1, 145s., ex store. Talha, 42s. 6d. per cwt., spot; forward, 38s. 6d., c.i.f.

**HENBANE.**—The official drug is quoted at 4s. 6d. per lb., spot. Egyptian (*H. muticus*) is available on the spot at 105s. per cwt.

**HENNA.**—Egyptian is offered at 135s. per cwt., ex warehouse. Indian is quoted at 160s. per cwt., spot.

**HONEY.**—Agreed rates per cwt. for Australian or Jamaican honey, for manufacturing purposes, are as follows: In original packings (56-60-lb. tins for Australian or 3½-cwt. barrels for Jamaican), for quantities of 10 cwt. or more, 96s.; less than 10 cwt., 105s., net, carriage paid. Refined repacked honey is available at the following rates per cwt.: In 7-14-lb. tins, 145s.; 28-lb. tins, 130s.; 56-lb. tins, 120s., carriage paid, subject to wholesale discount of 8½ per cent.

**IPECACUANHA.**—Nicaraguan on the spot is quoted at 27s. 6d. per lb.; for shipment, 24s., c.i.f. Quotations for Colombian, spot and forward, are one shilling per lb. less than these prices.

**JALAP.**—Vera Cruz, spot offered at prices from 3s. 5d. to 4s. per lb., according to test.

**JUNIPER.**—Italian berries, quoted at fro 56s. to 65s. per cwt., duty paid, according to quality.

**LIQUORICE ROOT.**—Anatolian whole root is steady at 52s. 6d. per cwt., spot. Turkish juice (block) is available from 240s. 250s. per cwt., duty paid; shipment, 225 c.i.f.; Turkish stick (2-oz.) is offered £455 10s. per ton, spot. Italian stick (1-oz. and 2-oz.) is available on the spot at price from £420 to £560 per ton, according to quantity and brand.

**MENTHOL.**—The market is firm with changes in prices. Brazilian material on the spot, 50s. to 51s. per lb., duty paid. Chinese, in original cases, is quoted 57s. 6d. to 60s. per lb., duty paid.

**NUTMEGS.**—Spot, West Indian 80's a quoted at 3s. per lb.; sound unassorted 2s. 6d.; wormy and broken, 1s. 8d. East Indian 80's, 3s. 6d., spot.

**PIMENTO.**—Spot. Steady but quiet 1s. 4½d. per lb.; to arrive, 119s. per cwt. c.i.f.

**RHUBARB.**—Chinese rough-round on the spot is offered at prices from 3s. 6d. to 7 per lb., according to quality; good-fractured root afloat is quoted at 5s. 6d., duty paid.

**SARSAPARILLA.**—Jamaican native root quoted at 2s. 4d. per lb., spot. Forward quotations tend dearer.

**SEEDS.**—Quiet. **ANISE.**—Cyprus quote at 2s. per lb. and Turkish, 1s. 11d. per lb. duty paid, spot London or Liverpool. **CARAWAY.**—Dutch offered at 1s. 1d. per lb., duty paid, spot London. No business has been reported at this figure. **CELERY.**—India offered at 1s. 3d. per lb., spot Liverpool.

**CORIANDER.**—Market remains firm Morocco, of poor quality, quoted at 47s. 6d. per cwt., paid in London; Argentine, sold at 47s. 6d. per cwt., duty paid, spot London.

**CUMIN.**—Indian quiet at 225s. per cwt., ex store Hull. Cyprus sold at 225s. per cwt. spot London.

**DILL.**—Indian, 45s. per cwt. spot London, and 42s. 6d. per cwt. in Liverpool. **FENNEL.**—Indian, offered at 75s. per cwt., ex wharf Liverpool; afloat, parcels offered at 72s. 6d. per cwt., landed terms Liverpool.

**FENUGREEK.**—Indian, 47s. 6d. per cwt., spot London, and 45s. in Liverpool. **SENEGA.**—Spot quotations are from 12s. 3d. per lb.; December delivery of new crop, 12s. per lb. Shipment offers are down to 11s. 6d., c.i.f.

**SENNA.**—Steady. Tinnevelly leaves, spot, No. 1, 1s. 2d.; No. 2, 10½d.; No. 3, 8½d. to 9d.; No. 4, 7½d. per lb. Tinnevelly pods, hand-picked, 10d. to 1s. 4d.; manufacturing, 5½d. to 6d. Alexandrian pods, hand-picked, spot, from 4s. 9d. to 5s. 9d. according to quality; medium, 2s. 9d.; manufacturing, 1s. 9d. to 2s. per lb. Alexandrian leaves, 1s. 2d. per lb.

**SQUILL.**—Italian white is quoted at 65s. per cwt., spot.

**STRAMONIUM.**—Indian leaf is nominal at 6s. per cwt., on the spot; Hungarian leaf, 6s., spot.

**TROPHANTHUS.**—Little available on spot, mbé, 100 per cent., quoted at 9s. 6d. per

**TAMARINDS.**—Barbadoes is quoted at 8s. 6d. per cwt., duty paid.

**TONKA BEANS.**—Spot stocks have been much reduced and quotations for frosted râ have hardened to 5s. per lb. for small quantities.

**TRAGACANTH.**—Supplies are plentiful and the market is easier; selected ribbon is quoted at prices from £135 to £140 per cwt., the other grades of white ribbon at from £5 to £110. Pale leaf is quoted at from £10 to £60; amber from £28 to £38; red, 5s. to £20; hoggy, £8 to £12 per cwt.

**TURMERIC.**—Madras finger is quoted unchanged at 107s. 6d. per cwt., spot Liverpool or London.

**VALERIAN.**—Belgian root is at 180s. to 4s. per cwt., according to holder.

**WAXES.**—Business continues quiet. Dar-es-Salaam is nominal at 385s. per cwt.; shipment, 355s., c.i.f. There are supplies on the spot of Lindi and the nominal value is 370s. Benguela, spot, is quoted at 370s., duty paid; 305s., c.i.f., quoted, byers licence. CANDELILLA.—Easier; spot quoted at 420s. per cwt.; shipment, 395s., f. CARNAUBA.—Fatty grey is easier on spot at 590s. per cwt.; material afloat is quoted at 540s., c.i.f.; shipment is down to 5s., c.i.f. Prime yellow, spot, is firmer at 5s. per cwt.; shipment, nominal at 750s., f.

**MONTAN.**—Steady. Reibbeck is quoted 390s. per cwt., spot; Czechoslovak crude, 5s., spot. OURICURI.—Spot, 6 per cent., 5s. per cwt.; 8.8 per cent., 365s. Shipments quotations are: 1 per cent., 400s.; 2 per cent., 390s.; 5 per cent., 370s., all c.i.f.

## Essential and Expressed Oils

**ALMOND.**—B.P. (sweet) continues in short supply on the spot, with prices at from 8s. to 12s. per lb. Good-quality bitter oil is quoted at 55s. to 60s. per lb.

**ANISE.**—Demand is good with few offers. Spot is quoted at 6s. 6d. to 7s. per lb. for drums; near afloat, 6s. 6d., c.i.f. for drums and 7s., c.i.f. for tins in cases.

**CADE.**—Spot quotations range from 4s. to 5s. 6d. per lb., according to quantity.

**CAMPHOR.**—None on the spot; material to come forward (November-December delivery) is quoted at 3s. to 3s. 3d. per lb., duty paid.

**CINNAMON.**—Imported Ceylon bark oil is quoted from 10s. to 12s. 6d. per oz., according to quantity; English-distilled, from 24s. to 40s. per oz. Leaf oil, spot, is unchanged from 10s. to 13s. per lb.

**CITRONELLA.**—Ceylon, spot, is quoted at about 4s. to 5s. per lb.; Java, forward, quoted at about 7s. 6d., c.i.f.

**JUNIPER BERRY.**—Importers' quotations are from 30s. to 35s. per lb. English-distilled ranges from 50s. to 125s. per lb., according to quality and seller.

**NUTMEG.**—Quotations for English distilled oil are from 42s. to 45s. per lb.

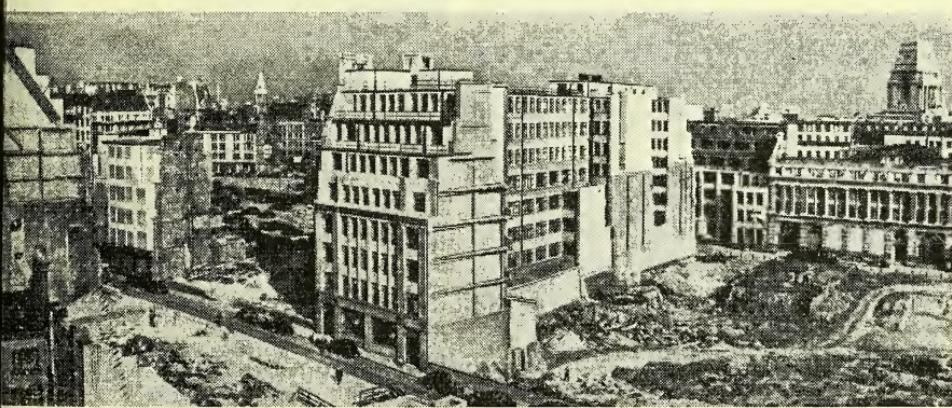
**PALMAROSA.**—Spot quotations are at 30s. per lb.

**PATCHOULI.**—Seychelles is available at 60s. to 75s., spot; to come forward, 55s.; Singapore is quoted at from 90s. per lb.

**PENNYROYAL.**—Spot quotations are unchanged at from 23s. to 25s. per lb.

**SANDALWOOD.**—English-distilled is quoted at 85s. to 90s. per lb., according to quantity.

**SASSAFRAS.**—Brazil, on the spot, is becoming firmer at 6s. to 7s. 6d. per lb., according to quantity.



**PROGRESS IN MINCING LANE RESTORATION.** Market Buildings, a large block of offices between Mincing Lane and Cornhill, which was burnt out during an air raid on May 10, 1941, is the first large building to be restored in the City. It houses some forty firms, many of them in the drug trade. The building was officially reopened by the Lord Mayor on October 10.

## COMING EVENTS

**Monday, November 3**

SOUTHAMPTON BRANCH, PHARMACEUTICAL SOCIETY, Polygon Hotel, Southampton, at 7.30 p.m. Dr. W. Bullock on "The Effect of the War on Medicine."

ROMFORD BRANCH, PHARMACEUTICAL SOCIETY, Market Room, Golden Lion Hotel, Romford, at 7.30 p.m. Mr. W. J. Tristram (a member of the Pharmaceutical Society's Council) on "Current Pharmaceutical Affairs."

WESTERN PHARMACISTS' ASSOCIATION, 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. Second lecture in refresher course.

**Tuesday, November 4**

MANCHESTER PHARMACEUTICAL ASSOCIATION, JUNIOR BRANCH, Fallowfield Hotel, Manchester, 7.30 p.m.-11.30 p.m. Dance (tickets 7s. 6d. each).

EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY, Stratford Church Institute, 27 Romford Road, London, E.15, at 8 p.m. Professor W. H. Linnell on "Latest Advances in Chemotherapy."

HARROW BRANCH, PHARMACEUTICAL SOCIETY, Oak Hall, Baptist Church, College Road, Harrow, at 7.30 p.m. Film show ("Take Thou," "Spinal Anaesthesia," and "Your Children's Eyes").

NORTHUMBERLAND & GATESHEAD BRANCH, NATIONAL PHARMACEUTICAL UNION, Crown Hotel, Clayton Street, Newcastle-on-Tyne, at 7.30 p.m. Mr. W. T. Elder on "The Retail Pharmacist and the Chemists Federation."

**Wednesday, November 5**

WEST KENT BRANCH, PHARMACEUTICAL SOCIETY, Pyne's Restaurant, London, S.E.4. Annual dinner and dance.

NATIONAL ASSOCIATION OF WOMEN PHARMACISTS, WESTERN [LONDON] PHARMACISTS' ASSOCIATION, 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. Mr. F. Lloyd Warren (senior lecturer in biochemistry, St. Mary's Hospital Medical School) on "The Use of Isotopes in Biochemistry and Medicine."

HOUNSLAW BRANCH, PHARMACEUTICAL SOCIETY, Cadet Hall, Hounslow, at 8 p.m. Whist drive (tickets price 4s. each).

ABERDARE AND MERTHYR BRANCH, PHARMACEUTICAL SOCIETY, Belle Vue Hotel, Merthyr, at 7.30 p.m. Meeting.

**Thursday, November 6**

DURHAM COUNTY BRANCH, PHARMACEUTICAL SOCIETY, Pattinson's Café, 56 Old Elvet, Durham, at 7.30 p.m. Address by Mr. H. Steinman (a member of the Pharmaceutical Society's Council).

NOTTINGHAM BRANCH, PHARMACEUTICAL SOCIETY, Victoria Hotel, Nottingham, at 6.30 p.m. Annual dinner.

**Friday, November 7**

BIRKENHEAD & WIRRAL PHARMACISTS' ASSOCIATION, Woodside Hotel, Birkenhead, at 7.45 p.m. Mr. H. E. Dale (Boots, Ltd.), on "Recent Advances in Medicine."

SOUTH-WEST LONDON CHEMISTS' ASSOCIATION, Carpenter's Restaurant, 3 The Pavement, London, S.W.4, at 7.30 p.m. Address by Mr. F. W. Adams (deputy secretary, Pharmaceutical Society).

**Monday, November 10**

LEICESTER BRANCH, NATIONAL ASSOCIATION OF WOMEN PHARMACISTS, Board Room, Leicester Royal Infirmary, at 7.30 p.m. Miss Hill on "Social Work Among Women Prisoners."

WEST KENT BRANCH, PHARMACEUTICAL SOCIETY, Central Library Hall, Beckenham, at 8 p.m. Professor H. Berry on "Practical Sterilisation in Retail Practice."

## TRADE MARKS

(From "The Trade Marks Journal," October

"BULLFIGHT"; for preparations and substances laundry use; cleaning, polishing, scouring abrasive preparations; soaps, non-medicated to preparations, cosmetics, hair lotions and dentifrices (3). By David Thom & Co., Ltd., W. Lane Works, Salford. 648,607 (Associated)

"VOTIL"; for perfumes, toilet soap, toilet preparations (not medicated), cosmetics and dentifrices (3). By Ludwig Scherk, 47 Carlisle Mansic London, S.W.1. 649,307 (Associated).

"IONACE"; for synthetic resin powders (be chemical substances used in industry) having i exchange characteristics and used to demineralise water and to purify weak solutions of electrolytes (1). By American Cyanamid & Chemical Corporation, 30 Rockefeller Plaza, New York U.S.A. 644,804.

"MAGNAPHOSPHATE"; for fertilisers containing phosphates (1). By Lindley Duffield & Co., Ltd, Salisbury House, London Wall, London, E.C. B647,016.

"PURAC"; for activated carbon as an absorbent and filtering agent (1). By Lancashire Chemical Works, Ltd., High Street West, Glossop, Derbyshire. 647,601.

"ERAC"; for sensitised photographic films on paper (1); photographic enlarging apparatus, cameras etc. (9). By The Erac (1946) Camera Co., 1 High Street, Southend-on-Sea, Essex. 649,657- (Associated).

"WARGANIC"; for chemical products used in industry, science and photography; chemical products included in this class used in agriculture, horticulture and forestry; and manures (natural or artificial) (1). By Warnock & Co., 31 St. Vincent Place, Glasgow, C.1. 650,362.

"Vi-TERNUS"; for chemical products used in industry (1). By John E. Williams & Co., Ltd, Victoria Paint Works, Wood Lane, Partington, Manchester. 650,385 (Associated).

"SUPERPET"; for petrifying liquids (1). By Elphicke (Paints), Ltd., 1 Hepscott Road, London, E. 650,483.

"AXELLE"; for perfumes, toilet preparations (not medicated), cosmetics, dentifrices, depilatory toilet articles (not included in other Classes) sachets for hair waving, soaps and essential oils (3). By Max Aymes, 15 Rue de Madrid, Paris 8e France. B640,570.

"Dr. N. G. PAYOT" facsimile signature; for toilet preparations (not medicated) and cosmetics (3). By Laboratories Docteur N. G. Payot, 10 Rue d' Castiglione, Paris, France. 640,928 (Associated)

"DIFOAM"; for detergents and soaps (3). By Multifax Enterprises, Ltd., 33 Adelaide Street West, Toronto, Ontario, Canada. B643,558.

"WULPAX"; for soap powders (3). By Fitchett's Ltd., 28-30 Abbey Street, Hockley, Birmingham 18. 643,730 (Associated).

"TAVERN"; for perfumes, toilet preparations (not medicated), cosmetics, dentifrices, depilatories toilet articles (not included in other Classes) sachets for hair waving, toilet soaps, and essential oils (3); "ASHVITE"; for pharmaceutical preparations of vitamins (5). By Ashe Laboratories, Ltd., 120-22 Victoria Street, Westminster, London, S.W.1. 645,302 and 650,724 (Associated).



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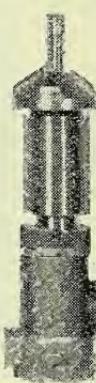
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**BURNSIDE'S EUCALYPTUS OILS**

Distilled in Australia by the largest distillers and refiners of Eucalyptus Oils in the world—W. K. BURNSIDE, PTY., LTD., MELBOURNE, AUSTRALIA

80/85% B.P.  
Oil Euc. Dives 40/45%  
Oil Euc. Citriodora

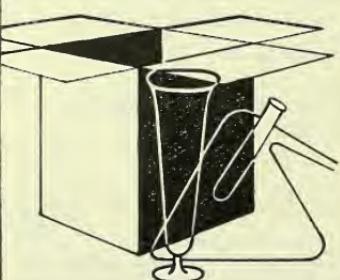
70/75% B.P.  
Piperitone 90/95%  
Oil Euc. Phellandrea

... Phellandrene ...

UNIFORMITY OF QUALITY . CONSISTENCY OF ODOUR

Agents for U.K.: **WILSON & MANSFIELD LTD.**, 15 Philpot Lane, London, E.C.3  
'Phone : MANSION HOUSE 9264-5-6 (WHOLESALE ONLY)

'Grams : WYFIELD, LONDON

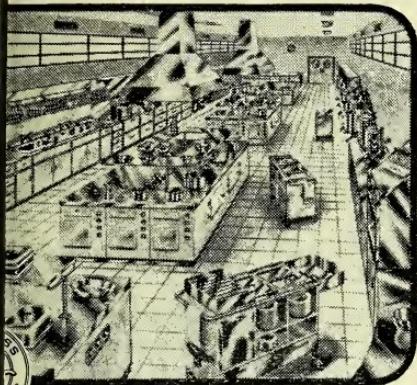


**SPECIAL CONTAINERS**  
FOR SPECIFIC PURPOSES

Consult the Specialists in Cartons and Display

**J. DRING LTD**

Sales Office: 34 HARLEY STREET, PORTSMOUTH

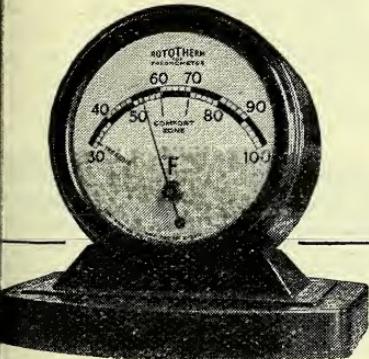


## STAINLESS STEEL Kitchen and Serving Equipment

In hospitals, canteens and like organisations we offer a range of highly polished stainless steel equipment designed in the modern idiom as made by us who have been craftsmen in metal for over 100 years. It will pay you to write today for our illustrated catalogue of lasting bright aids to efficiency.

SALES DISTRIBUTION  
NEWS BROS (BRISTOL) LTD, WALCOT ST, BATH  
PHONE BATH 60251 (5 LINES). TELEGRAMS. STAINLESS, BATH.

AD 785



handsomely designed Table and Desk thermometers which you can sell on very profitable terms. Also Wall models in various colours.

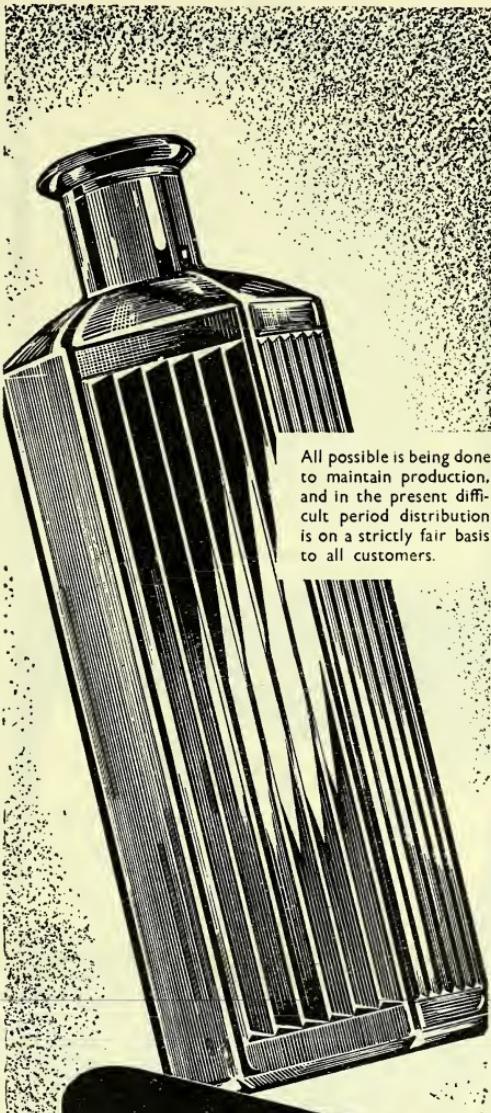
PRICE 15/- Retail.

# Rototherm

DIAL THERMOMETERS

THE BRITISH ROTOTHERM CO., LTD.  
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MANUFACTURERS OF CHEMICAL AND MEDICAL GLASS  
ROTHAMPTON Established 1751 YORKS  
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® BC 55

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PYREX Brand Graduated Glassware is made in two N.P.L. standards of accuracy—**Class B** for everyday laboratory usage, and **Class A** for more meticulous research or analytical work.

The low co-efficient of expansion of  $3.2 \times 10^{-6}$  per degree centigrade of PYREX Brand Graduated Glassware prevents fracture from sudden thermal changes.

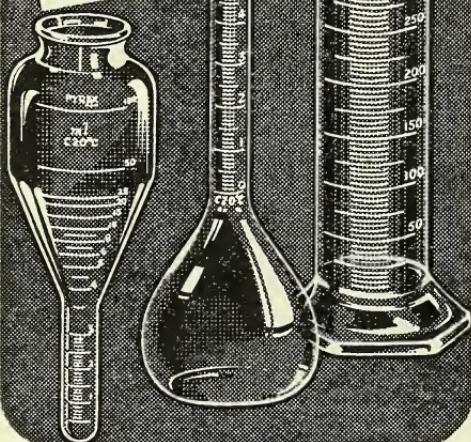
By reason of this low co-efficiency, the structure of the glass can be made more robust than that of ordinary composition, thus saving a high percentage of breakage losses due to everyday handling.

Ask for PYREX Brand and see that you get it!



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Made by  
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**'Pharmitex'**  
PURE  
**TOILET TISSUE** is post v  
quality and  
Chemists on



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Glass, Alumin  
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NEW or SECONDHAND MACHINERY  
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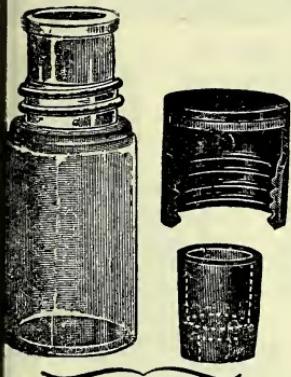
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GUARANTEED  
TO CONFORM TO  
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# The 'Clinbritic' Vaccine Bottle

Patent No. 492200

MADE IN WOOD'S ALKALI FREE AMBER or WHITE GLASS



Assembly Details

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A new type of Multiple injection "vaccine" bottle which possesses several points of interest and offers a very near approach to the ideal. No Wiring is necessary, and there is no distortion or bursting of the rubber cap even at pressures up to 50 lbs.

The india rubber vaccine cap, of special design, is protected by a screw bakelite cap, and provision is made for maintaining the sterility of the outside surface of the vaccine cap. No manipulation whatever is required after sterilization.

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**SUN LAMPS**



IT'S THE BEST  
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**VALUE**  
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ITS  
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**MATERIAL** WILL BE  
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FROM HOLLYWOOD

MODERN INSERTION TYPE  
SANITARY PROTECTION

★ Holly-pax appeals to women because of its excellent value—quite apart from its great advantages and amazing compactness. It's equally attractive to stockists because it sells quickly, meaning quick profits.

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TRADE MARK

## THE NEW ELECTRIC STERILIZE

Makes the Sterilization and Assembly of Syringes Safe and Foolproof.

PRICE  
£5 - 15 - 0

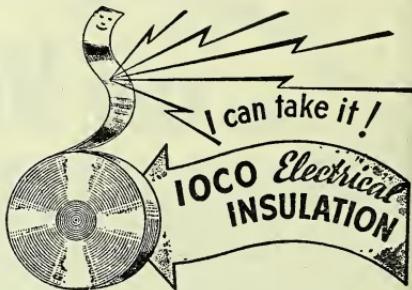
Working Capacity  
1 Pint . . . Boils  
in 10 Minutes.  
Overall Dimensions 8 $\frac{1}{2}$ " High and  
4 $\frac{1}{2}$ " Diameter of  
Base.



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**SURGICAL EQUIPMENT SUPPLIES LTD.**  
WESTFIELDS ROAD, LONDON, W.3  
Name of Local Dealers on request

TAYLOR & CO.



## "SILOPEX"

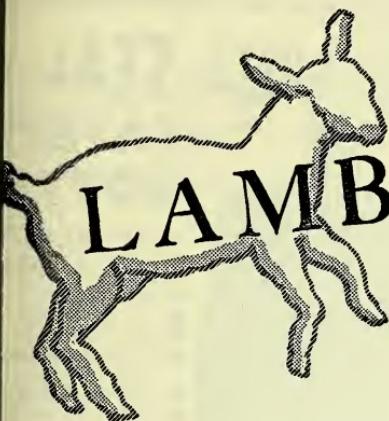
The latest heat and moisture resisting insulating fabric.

"SILOPEX" Electrical Insulating Fabric and tapes solve all temperature difficulties.

"SILOPEX" is a woven Glass Fabric impregnated with "Silicone" Varnish suitable for Electrical insulations where resistance to temperatures in excess of 200° C. is required.

Full details on application.

**ICO** Limited, Anniesland, Glasgow



# *Protexit* TRADE MARK

## LAMB'S WOOL

for  
CHIROPODY  
and other uses

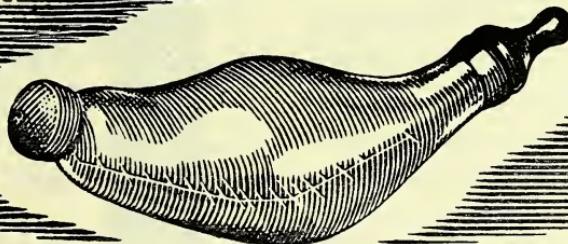
PRICES PER DOZEN.

|       |       |       |       |       |        |
|-------|-------|-------|-------|-------|--------|
| ½ oz. | 1 oz. | 2 oz. | 4 oz. | 8 oz. | 16 oz. |
| 3/9   | 6/9   | 12/-  | 22/6  | 39/-  | 75/-   |

All prices subject to 33½ per cent Purchase Tax, with the exception of the 16 oz. size  
WHOLESALE TERMS ON APPLICATION

Attractively packed in carton with transparent paper wrapping

MACDONALD & SON, LTD  
DAWSON STREET, SALFORD, MANCHESTER 3



the Original Seamless  
MOULDED HEAT CURED

EATS & VALVES

made to the same unapproachable  
quality standards

retail at 6d. each. Supplies are still not  
quite to meet all demands but are steadily  
improving.

REG. TRADE MARK

*Lullaby*

CAN BE STERILISED CONTINUALLY  
WITHOUT DETERIORATION

Made only by  
THE RELIANCE RUBBER COMPANY, LTD.  
Lots Road, Chelsea, London, S.W.10  
Telephone: Flaxman 6200 & 0985/6  
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# FEATURE LIL-LETS TO BUSINESS WOMEN

## 1 THEY'RE EASY TO CARRY

*So discreet—a carton in handbag or pocket—nobody knows.*

## 2 THEY'RE EASY TO PACK

*A carton of 12 Lil-lets is no bigger than a spectacle case—slips into a corner of a suitcase.*

## 3 THEY'RE CONVENIENT TO USE

*Comfortable, non-chafing, invisible, easy and quick to insert—big advantages to business women.*

LIL-LETS are the new improved sanitary tampons, approved by doctors. Lil-lets are made of highly absorbent cotton wool, wholly enclosed in gauze, compressed and coated with an innocuous soluble film for easy insertion. Order from your usual wholesaler. Lil-lets sell at 1/9d. a carton of 12. You buy the dozen carton at 15/4d. net.



SANITARY TAMPONS

A SMITH & NEPHEW Product

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## The SAFETY BOTTLE

WITH ALL THE SELLING POINT

- EASY FILLING
- NO AIR LOCK
- NO LEAKAGE
- STOPPER CANNOT GET LOST
- LONGER RADIATION
- SEAMLESS THROUGH OUT
- ALL RUBBER
- BEAUTIFUL COLOURS & DESIGNS

PATENT Nos.  
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★ ENTIRELY BRITISH

WILLIAM FREEMAN

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THE

"**MATER**"

CLINICAL REGD.

The position of the Mercury column is at once perfectly plain. Red markings above 90-4



ALL TYPES OF  
**CLINICAL**  
AND OTHER  
**THERMOMETERS**

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# bandbox shampoo

**BOOK NOW FOR XMAS... DELIVERY 10-14 DAYS**

Packed in

|                  |          |                     |      |
|------------------|----------|---------------------|------|
| ' Deluxe '       | 10/6 ea. | 70/- doz. Plus P.T. | 6's  |
| ' Presentation ' | 7/6 ..   | 50/- .. .. ..       | 6's  |
| ' Family '       | 4/3 ..   | 28/6 .. .. ..       | 12's |
| ' Standard '     | 2/6 ..   | 16/6 .. .. ..       | 24's |
| ' Small '        | 10½d..   | 6/- .. .. ..        | 36's |

**ORDER NOW.. FROM YOUR WHOLESALER OR DIRECT**

**A S H E L A B O R A T O R I E S L I M I T E D**

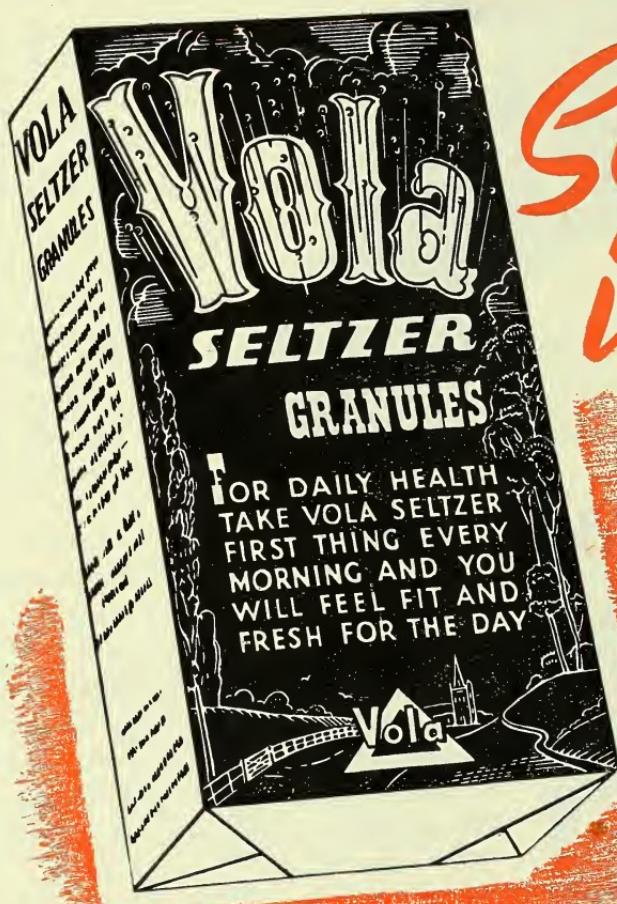
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Call and see us when in Town . . . . 100 yards from Victoria Stn.

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SELTZE  
GRANULE



*Sells  
itself*

The modern method for the relief of indigestion, fatigue, liver orders and biliousness. Vola Seltzer is achieving record sales in all parts of the country as more people appreciate its quality. Vola Seltzer is also available in tablet form.



● Order from your usual wholesalers or direct :—

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# LATEST NEWS

OF

## BAYER COUNTER LINES

These products are attractively packed, are economical to the public yet show a good margin to the pharmacist and are backed by the Bayer name for quality. The latest developments are :—

### BAYER ASPIRIN

100's  
REDUCED IN PRICE

To popularize the large-size pack still further, the price has been reduced to 3½ (incl. p.t.). Price to pharmacists, 2/- + p.t. Bonus on 24/- and 48/- parcels. On best terms there is a profit of over 1/3 per pack sold. The popular 25's pack, retailing at 1/1 (incl. p.t.) shows a profit of 5½d. when bought on bonus terms.

### 'Panflavin' THROAT TABLETS

#### WIDER MARGIN PROFIT

The flavour has been improved, the efficiency is at the same high level and the new pack will catch the customer's eye. The Tablets are individually packed in 'Cellophane'—hygienic and convenient.

Note that the selling price of 'Panflavin' 30's is now 1/8 (incl. p.t.). Bonus of 13 to the dozen. Your cost is still 1/- + p.t. Bonus of 13 to the dozen.

### 'CODALGIN'

NOW STRONGER  
NEW PACK

'Codalgin' analgesic tablets now contain gr. 5 Bayer Aspirin, gr. 2½ phenacetin, and gr. 1/10th codeine p.t.). Bonus of 13 to the dozen. You make a profit of 8d. per sale. The pack has been re-designed: it is striking, yet dignified and the tablets are individually packed in 'Cellophane.' It will be popular with customers.

### 'BETAXAN' ELIXIR (TONIC)

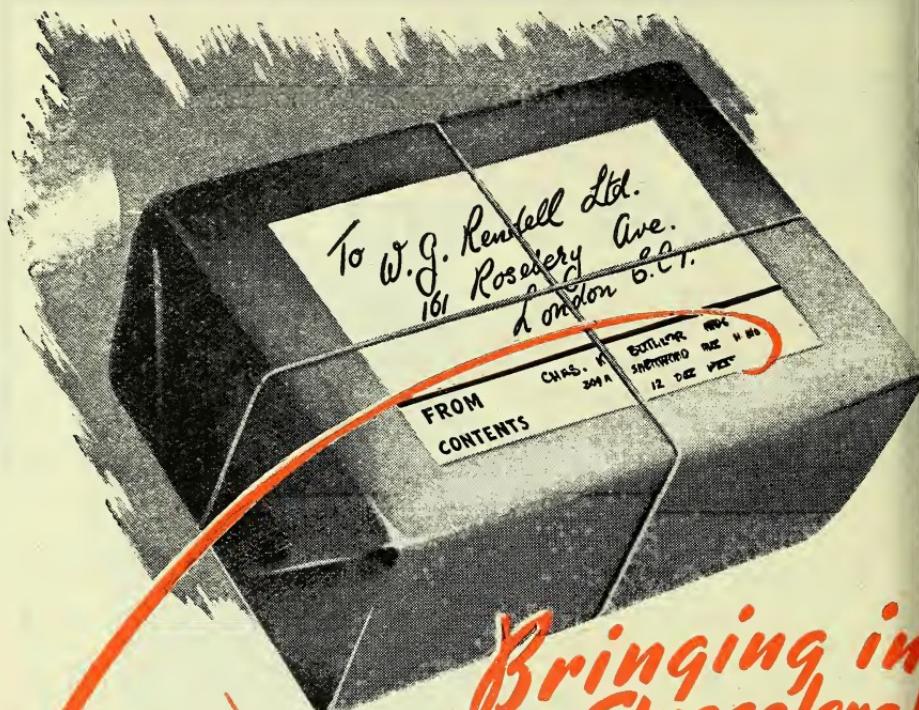
#### REDUCED IN PRICE

All orders since Sept. 1st have been executed at 2/- + p.t. From Oct. 1st the public price is reduced to 3/4 (incl. p.t.). Bonus of 13 to the dozen. This palatable Vitamin B<sub>1</sub> tonic, liked by adults and children, is ideal for anorexia after illness. There is a month's supply in a bottle, so it is economical, t.c.o.

**ORDER YOUR SUPPLIES NOW**

Show material and display outers provided.

(All Proprietary Names quoted are Trade Marks.)



**PLEASE  
WRITE  
YOUR NAME,  
ADDRESS &  
NUMBER OF  
BOXES ON THE  
OUTSIDE  
OF YOUR  
PARCEL**

## *Bringing in the Stragglers!*

Rendells thank chemists in all parts of the country who have sent in stocks of unwrapped Rendells Pessaries for replacement. Response to our appeals has been gratifying and there can be few if any unwrapped Rendells now on sale. Just in case you should have on your shelves any Rendells Pessaries not wrapped in 'Cellophane' cellulose film, please send them to us at once, as the public now expect to buy our product in this modern hygienic wrapping. Replacements and refund of postage by return of post.



*Rendells*

**NOW WRAPPED IN CELLULOSE FILM AGAIN**

W. J. RENDELL LTD., 161 ROSEBERY AVENUE, LONDON, E.C.1

# Specify **DUNLOP**

CUSHIONS AND  
BEDS



WATER BEDS AND  
PILLOWS



CONNET AND COT  
SHEETING



D AND WATER-  
PROOF BEDSHEETING



When you order from  
your wholesaler

**DUNLOP RUBBER CO LTD · CAMBRIDGE STREET MANCHESTER**

47G/302



Although output is  
bigger than before the war,  
we cannot yet meet the full demand which  
the quality of Dunlop bottles creates. Keep in  
touch with your wholesaler for supplies.

## GETTING BACK TO NORMAL

Series of Soft Drinks are now de-zoned. This  
means that you can resume business connections  
with your pre-concentration suppliers. It is true that  
limited supplies of bottles still restrict output, that  
anonymous labels and fixed standards of quality  
must remain for a while, and that manufacturers  
in general allowed to supply only their former  
customers on the basis of their purchases in 1942.  
It's a step in the right direction—a sign  
that the Soft Drinks Industry is getting back  
to normal. You can help by placing orders  
with those makers who supplied you in 1942.

**S·D·I**

Issued by the

Drinks Industry (War Time) Association, Limited,  
42 Upper Grosvenor Street, W.1

CVS-75



**PUTS YOUR  
PACK ON A  
PEDESTAL**

**JOHN GOSHERON & CO LTD**

GAYFORD ROAD LONDON W.12

SHE 3326 (5 lines)

EW 47/14

# GARDINER'S FOR Overalls



**WHITE DRILL JACKETS**, 2 coupons  
3 Pockets. Chest 34"-46" 10/9  
**LONG COATS**, 3 coupons  
White or Grey .. 34"-46" 14/11  
" " " .. 48"-52" 17/-  
Khaki or Navy .. 34"-46" 15/9  
" " " .. 48"-52" 18/-  
**WOMEN'S OVERALLS**, 3 coupons  
Long Sleeves — White Drill,  
Wrap Over Style  
SW W & WX OS & XOS  
12/- 12/9 14/3  
Coat Style, Belted,  
13/9 14/6 15/8  
Saxe, Green and Navy, Wrap  
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13/6 14/6 16/-  
Coat Style, Belted,  
15/10 17/2 18/6  
Postage 1-2 7d. All above Shrunken  
State Chest Measurement. Send  
Cash and Coupons with Order,  
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MATERIAL AND  
LABOUR SHORTAGE

For containers and display outers,  
and especially for shallow packs,  
our Patent carton with the clips  
is unquestionably, in material  
and labour, the most economical  
style available today

**BOXFOLDIA LTD.**  
BOURNBROOK, BIRMINGHAM

Grams: 'Boxfoldia, Birmingham'

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A DELICATE SUBJECT — FOR DELICATE SKINS

## The TOTTY-POT



Rubber Ringed for  
Cushion Comfort

A NON-CORROSIVE ACID-PROOF  
HYGIENIC CHILD'S CHAMBER

Detachable ring, easily removed for  
cleaning purposes

Made of Aluminium

ANODISED IN SOFT PASTEL SHADE

Trade  
Mark  
"Totty  
Pot"  
Patent  
Applied for

SOLE MANUFACTURERS

**J. BILLIG & SONS LTD.,**  
ESTABLISHED 1899

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RUBBER GLOVES . VULCANITE COMBS . WATER  
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HOT WATER BOTTLES . WATERPROOF SHEETING

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# STAINED!

For the "professional style" cleaning of DAINTY AND DELICATE FABRICS, SUITS, HATS, SATIN AND BROCADE, SHOES, GLOVES, SCARVES, TIES, CARPETS, also for WINDOWS, MIRRORS, BATHS, PAINTWORK, etc., use Solitaire Dry Cleaner.

Solitaire Dry Cleaner is perfection itself for the cleaning of all fabrics, no matter how dainty. No chemical bleaching action. Leaves no "ring." Non-inflammable. Different from other solvents—cleans by the action of millions of tiny globules which gently carry away all dirt.



**SOLITAIRE**  
DRY  
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MOTO CHEMICAL CO. (FACTORS) LTD.  
1-3 Brixton Road, London, S.W.9

*Coupon Free!*  
**NOVO-SOPE**

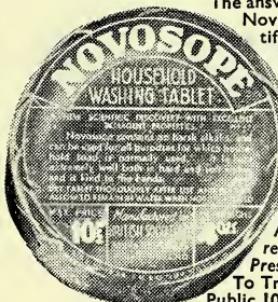
## The new household washing tablet

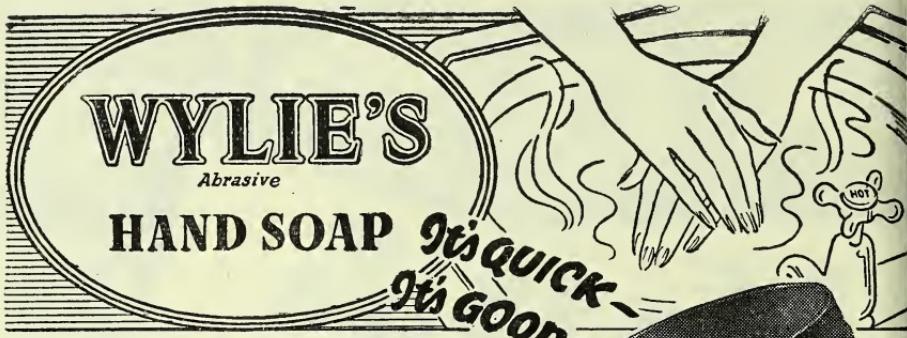
The answer to the soap shortage. Novo-sope, the new scientific discovery with amazing cleansing properties. The Novo-sope Tablet is ideal for all purposes for which household soap is normally used. It contains no harsh alkalis, is economical in use and **LATHERS EXTREMELY WELL** in hard or soft water.

As recommended and reported in the National Press.

To Trade 7/9 per dozen. To Public 10½d. per tablet.  
(In England and Wales only).

**BRITISH SOLVATES LTD.**, Wharf Road, Ponders End, Middlesex.  
Tel.: HOWard 2231.  
Scottish Distributors: Southern Mfg. Co., Ltd.,  
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Orders executed in strict rotation.





**INVALUABLE IN THESE DAYS  
OF SOAP SHORTAGE**

This is the scarlet and pink tin that catches the customer's eye — outstanding on your shelf, compelling in its attractiveness; WYLIE'S Abrasive HAND SOAP is kind to sensitive skins, it cleans and protects hands, making them soft and supple while gently removing grime. No grit, acid or caustic. A quality line worthy of warm recommendation. Write us now for full details.

WYLIE'S CLEANSERS LTD., 12 DARTMOUTH STREET, LONDON, S.W.1

**NO COUPONS  
1/6  
IN THE PINK  
AND RED TIN**

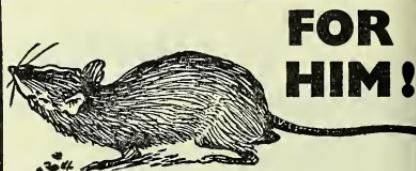


## Belfast Telegraph

The newspaper with the largest circulation in Northern Ireland. Read in the homes of the people throughout the whole of this important industrial and agricultural part of the  
**UNITED KINGDOM**

HEAD OFFICE:  
ROYAL AVENUE,  
BELFAST.

LONDON OFFICE:  
112 FLEET STREET,  
LONDON, E.C.4



**And for your benefit**

all considerations relating to the Raticide, its toxicity, attractiveness of the bait, its keeping properties laboratory tests have been applied and are constantly being applied to

## RODINE RAT POISON

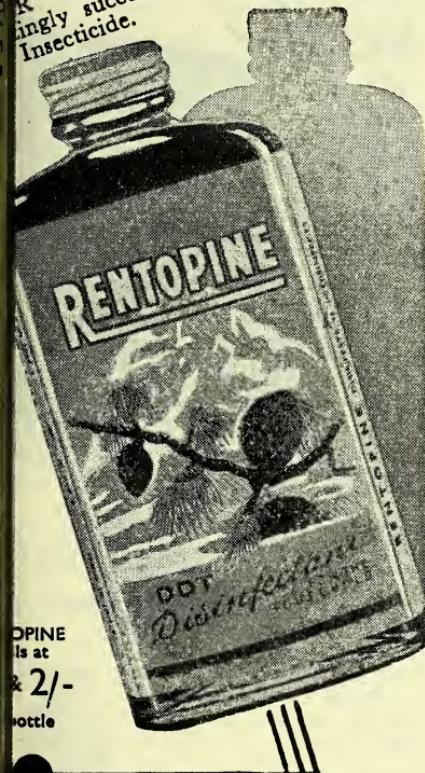
PATA

T. HARLEY LTD., PERTH, SCOTLAND

# ENTOPINE

## DDT DISINFECTANT

Used extensively in the Press and Media, RENTOPINE is a quick selling line. INCREASE YOUR TURNOVER by stocking this amazingly successful combined Germicide Insecticide.



OPINE  
is at  
& 2/-  
bottle

Write for particulars and trade terms to—

**RENTOKIL LTD.**

SCHOOL LANE, FETCHAM, SURREY

and STOCKWELL ROAD, S.W.9

Brixton 6426/7



SAYS 'TIBS' THE  
KITTEHISH  
CAT

“ Claws and whiskers ! That'll be the day . . . There's a tidy six million of us cats in this country—and if every cat had one 'Tibs' daily—well, you can work it out for yourself . . . That's why I'm getting busy in all the papers, teaching your less enlightened customers that "a 'Tibs' a day" is the golden rule of health for cats. To judge from results to date, the growing demand for 'Tibs' is going to

do a bit of good to chemists as well as cats. Yes sir, the market is as wide as the grin of my old Cheshire friend ! ”



(ABOVE) “The Cat with the Rolling Eyes.” This intriguing window display shows ‘Tibs,’ the kittenish cat, lapping a saucer of milk. As you move your head, so the cat's eyes appear to move—with an expression of great contentment. Now ready for distribution. Full particulars of this and other clever display material from Bob Martin Ltd., Room 165, Southport, Lancashire.

PATA

*An advance  
in  
Asthma  
medication*

# Respaton

TABLETS

*Indication*

Respaton Tablets are specially indicated for the speedy relief of Asthma, Bronchial Asthma, Bronchitis, Emphysema and cognate ailments.

*Action*

Respaton Tablets are : Antispasmodic, Antipyretic, Analgesic, Sedative.

*Formula*

|                         |                    |       |
|-------------------------|--------------------|-------|
| Ephedrine Hydrochloride | ... $\frac{1}{2}$  | grain |
| Ext. Bellad. Sicc. B.P. | ... $\frac{1}{16}$ | "     |
| Dioxyamidopyrine        | ... $\frac{1}{2}$  | "     |
| Ipecac. Pulverat. B.P.  | ... $\frac{1}{2}$  | "     |
| Theobromine             | ... $\frac{1}{2}$  | "     |
| Calcium Lactate         | ... $\frac{1}{2}$  | "     |
| Lactose                 | ... $\frac{1}{2}$  | "     |

Respaton Tablets are now being introduced to the Medical Profession. Chemists would be well advised to lay in a small stock in anticipation of prescriptions.

In Bottles 25 tablets 3/11½d.; 100 tablets 14/Id., inc. P.T. Usual trade terms.

**MEDICAL SPECIFICS LTD.**

West India House  
Maryland Street, Liverpool, 1.

# A crying shame

There are more fretful babies today because there is less Nurse Harvey available due to the bottle shortage. Let us know if you are not getting your fair share.

Baby's  
next  
best  
friend..

O. SCRUTO  
& CO. LTD  
BARKER LANE  
YORK

NURSE  
HARVEY'S  
MIXTURE

**THERE IS NOT  
SUFFICIENT**

**Beaulah**

FAMOUS  
MALTED MILK

For all the people  
who want it.

Our policy therefore is  
to distribute all available  
supplies to our Chemist  
Friends only.

In one popular size  
only at present ... **2/6**



**J. & J. BEAULAH  
LIMITED  
BOSTON**

# HERLEY'S always make Regular customers!

Be sure of a fair share of the big, fair demand for the Sherley's preparations please order well ahead—empty shelves can only mean disappointment. There is no treasure like a fair customer. He is the mainstay of table trading; a source of valuable will. Adequate stocks of Sherley's and Cat Medicines will keep the "regulars" happy and turn many a "usual" into a good friend.

## SHERLEY'S DOG MEDICINES

SHERLEY & CO. LTD., 16/18 MARSHALSEA ROAD, LONDON, S.E. 1



# Silf

Tablets

## REVISED PRICES

Silf Co. Ltd., announce the following revised Trade and Retail Prices

**S FROM NOVEMBER 1, 1947**

| SIZES  | Standard Wholesale Price<br>Ex. Pur. Tax | Purchase Tax per dozen | New Retail Price Inc. Pur. Tax |
|--------|--|------------------------|--------------------------------|
| MALL   | 12/9<br>PER DOZ.                         | 2/1½                   | 1/7                            |
| EDIUM  | 29/3<br>PER DOZ.                         | 4/10½                  | 3/8                            |
| ARGE * | 48/-<br>PER DOZ.                         | 8/-                    | 6/-                            |

\* When supplies are available.

Order Now - Your Wholesaler has Supplies

On the P.A.T.A. Protected List

'Silf' is supported by regular advertising all the year round

SILF CO. LTD., 39 SHAFESBURY AVE, LONDON, W.I.

Applied before Work

# ROZALEX

REGD. TRADE MARK

Keeps Hands Clean & Healthy



For use in the home

Tins retailing at 2/1d. inc. Purchase Tax

★ ALSO ROZALEX OINTMENT  
IN JARS 2/6 INC. PUR. TAX

Rozalex Limited, 10 Norfolk St., Manchester, 2

# 1/- PROFIT for you ON EVERY 3½ SIZE CARTERS LITTLE LIVER PILLS

**Y**OU'LL find no difficulty in selling the customer a large-size Carters—you have only to tell him he saves 10d. and gets 5 extra pills. Investigations show that one out of every three customers will buy the large-size Carters Little Liver Pills when it is offered. Supplies are readily available. Send your order now and stop losing easy profits!

ORDER YOUR CARTERS LITTLE LIVER PILLS *Now*  
from THOMAS MARNS LTD., 2 Caxton Street, S.W.1

*NOW AVAILABLE*

# RHUMUV BRAND CAPSULES

This attractive trial show outer contains:  
6 x 3/6 Rhumuv Capsules @ 24/- doz. = 12/-  
+ P.Tax 2/- = 14/-  
I only 6/6 @ 44/6 per doz. = 3/8½ + P. Tax  
7½d. = 4/4

Total cost—18/4 per carton.

POSTAGE FREE

Rhumuv Capsules give relief from rheumatic pains, headaches, neuralgia, influenza, feverish colds.

# Supol

HAEMORRHOIDAL  
SUPPOSITORIES  
SOLD THROUGH CHEMISTS ONLY

**ALMOST 40% PROFIT**

SUPOL gives rapid relief and lasting comfort in haemorrhoidal pains, rectal irritation, etc. You get grateful customers and almost 40% profit. Hundreds of doctors are now prescribing SUPOL, others are being circularised. A free sample will be sent to your local practitioner on request.

BOXES OF 12, RETAIL 3/4 INC. TAX

*Sole Distributors*

FASSETT & JOHNSON, LTD.,  
86 Clerkenwell Road, London, E.C.I.

**SimpkinS** of Sheffield

**ORDER IN TIME**

RETAIL PRICES 1/5 & 2/6  
*including Purchase Tax*

**CUPAL MARGINS AND DISCOUNTS**

**CUPAL LTD., Manufacturing Chemists, BLACKBURN**

**FRULIGAR**  
*Garlic Mixture  
for  
COUGHS*

## SPLENDOR PRODUCT

### YOU OUGHT TO STOCK !

An excellent formula  
—a striking pack  
—a rapid seller  
and steadily advertised.

3½d., 6½d., 1/5 and 2/6 Incl. P. Tax

Prompt delivery from all wholesalers or direct  
from

**SPLENDOR LTD.  
LONDON and NOTTINGHAM**

## PROPAX

DOUBLE POWER

**TABLETS**

REALY STOP PAIN

**PATA**

**WENDY**  
WENDY BRAND PRODUCTS  
REGISTERED TRADE MARK

## GRYPE MIXTURE

The correct treatment for Wind Spasms,  
acidity, gripping pains, and complaints incidental  
to teething in infants. WENDY Brand  
GRYPE MIXTURE is processed by the most  
up-to-date plant to ensure the highest standard  
of purity. Supplies are still limited but every  
effort is being made to meet a constant and  
increasing demand.

10/6 per dozen plus Purchase Tax  
Retailing at 1/5d. per bottle

Manufactured by  
**COLLEGE LABORATORIES LTD.**  
WARMLEY — BRISTOL

All enquiries to Sole Distributors for Eng. and Wales

**FINLEY-KALE LTD.**

21 BALHAM HILL, LONDON, S.W.12

Telephone - Tulse Hill 1620

# **Thousands of Bunion Sufferers have never found relief . . .**

The amazing response to our advertising proves that there is big extra business waiting for you if you stock and sell B.D. (Baume Dalet).

During the first few weeks over 1,000 sufferers wrote direct to us because their chemists were out of stock.

If you are out of stock, get on to your Wholesaler at once. It is a chemists' line only, with a good profit.

In case of difficulty write direct to:

Sole Distributors for U.K.

**SPLENDOR LABORATORIES**

7C LOWER BELGRAVE STREET, LONDON, S.W.1.  
and at NOTTINGHAM.



**BAUME  
DALET**

Made expressly  
for Bunions

Jo REMIND YOU  
SUPPLIES OF THE NEW INSECTICIDE  
BRETT'S DDT ARE NOW AVAILABLE GEIGY.  
SEND A POSTCARD NOW

PRICE  
10/-  
PER DOZEN  
Manufactured by  
**Dr BRETT'S  
LABORATORIES • SALFORD**

1'3 SPRINKLER BOX

More and more women are ironing  
their way to beauty  
with the  
**ionette**

Supplies of this first class Beauty Iron are readily available to chemists and stores handling only high quality specialities.

**CJ94 PRODUCTS LTD., 35 PARKGATE R.D.S.V.**

**NOW RUNNING—**

# **STRONG NEW NATIONAL ADVERTISING CAMPAIGN FOR MACAULAY'S LUNG SYRUP**

*Check your stock — replacements should be ordered right away — the Macaulay's season is almost on us. A completely new idea in Lung Syrup advertising is going to bring sufferers from Coughs into your shop this winter to ask for Macaulay's—to demand it, in fact, or to walk out again if you are*

out of stock. The big National Daily and Sunday newspapers and the important Provincial papers will have these advertisements. We create the demand; all you need do is carry the stock, display it, and reap the profit. Order Macaulay's from your usual wholesaler or direct from:

**ASHLEY & WEEKS LIMITED Manufacturing Chemists**  
5 Mitcham Rd., London, S.W.17. Telephone: Balham 4416

*As an Antacid  
or in febrile conditions*  
**MEDICINAL**

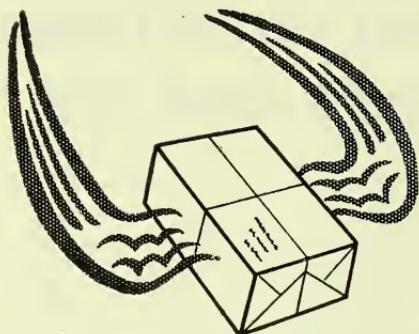
**Lembar**

justifies the doctor's highest  
recommendation  
Available in limited  
quantities

Table extract of  
Ley ... 7.4%  
F ... 23.7%  
Glucose ... 10.4%  
Lemon Juice 37.0%

Flavouring  
permitted  
preservative

The above percentages  
are expressed in  
weight per given volume



**OXOID** laboratory preparations are despatched with unfailing promptness, and reach you with gratifying speed.

This is a service you can rely on; every order is an emergency order.

*Write, telephone  
or wire your  
instructions.*

## OXO LIMITED

MEDICAL DEPARTMENT

THAMES HOUSE, QUEEN ST. PLACE,  
LONDON, EC4

TELEPHONE CENTRAL 8781

**Wrens**  
(PTY) LTD

MANUFACTURERS' REPRESENTATIVES  
AND WHOLESALE DISTRIBUTORS  
P.O. BOX 1689 JOHANNESBURG  
**SOUTH AFRICA**

Sole Distributors and Stockists for  
REVOLN EXPORT Corp., NEW YORK  
also VIV Pharmaceuticals Ltd.,  
WINCHESTER, England, etc.

**SEEK REPRESENTATION**  
for non-competitive Agencies  
in TOILET, PATENTED and  
PROPRIETARY PREPARATIONS  
for the UNION of SOUTH AFRICA  
Northern & Southern Rhodesia, Portuguese  
East Africa, S.W. Africa and Nyassaland

*For all our Purchases  
cash payments in London*

## SD2

*The Symbol of  
PERFECT Skin Health*

A revolutionary product for the treatment of skin illnesses with unusual penetrative power. Sold under a money-back guarantee of satisfaction. Liquid and cream. Prompt deliveries.

BIO-COLLOIDS, LTD., ALTRINHAM, CHESHIRE

PATA



BC 20

## ASPIRIN 309

Supplies of this New, Palatable and convenient form of Aspirin—with lemon flavour—are immediately available. Extensive Advertising support you and attractive display material sent upon request.

Manufactured by:  
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Willshaw St., London, S.E.14

# The Finest CHOCOLATE LAXATIVE YOU CAN SELL



GOOD AS ITS NAME IMPLIES



to an improved formula,  
ring perfect keeping quali-  
 Safe and gentle in action.  
ed with fine chocolate.

SIXES  
**2½ D.**  
FIFTEENS  
**6D.**

BETALAX CO., 25 HANOVER SQUARE, LONDON, W.I.

## You've got to hand it to your customers



-they KNOW THAT THE EXTRA QUALITY OF HARROGATE HEALTH SALTS IS WORTH MUCH MORE THAN THE LITTLE MORE IT COSTS (STANDARD TIN) 2/- (FAMILY TIN) 3/9.

WHAT ABOUT

*You?*

ORDER FROM THE SOLE SELLING AGENTS

**KORAY LTD.**

Koray House, 25 Hanover Sq., London, W.I.

Manufactured by  
The Harrogate Tablet Co. Ltd., Harrogate.

**CHEMISTS!** 42% profit is shown on many of the popular **RIDDELL** Asthma Inhalers. The initial sale means constant repeat orders for the leading preparation

**ASTHMA RIDDOBRON INHALANT**  
the standard treatment for the relief and prophylaxis  
of all **allergic** conditions of respiration.



**RIDDELL PRODUCTS LIMITED**  
AXTELL HOUSE, WARWICK ST., LONDON, W.I.

and Manchester: 12 Mosley Street

PATA

**Place your order for**

**BRONX 1/-**  
BRONCHIAL TABLETS INCL TAX

**Now!**

Generous Bonus Terms  
for Season's Supply of this  
quick - turnover counter  
line supplied this year in  
attractive display cartons.

*7/2 per doz. plus P.T. Bonus  
terms for 1 gross and over.*

**CROSS & MAX LTD.**

17/18 Bishop's Court, Old Bailey,  
London, E.C.4



*Lammas's*

**DEVON VIOLET**

"The Sweetest Gift on Earth"

Guaranteed to contain Natural Violet  
Flower Extract. Exquisite quality.

| <b>PERFUME</b> | Price to Retailer<br>(+ 100% P.T.) | Retail Price<br>(inc. P.T.) |
|----------------|------------------------------------|-----------------------------|
| 1 drachm       | 16/- per doz.                      | 3/4 per b.                  |
| 2 drachms      | 30/- per doz.                      | 6/3 per b.                  |
| 4 drachms      | 48/- per doz.                      | 10/- per b.                 |

**FACE POWDER**

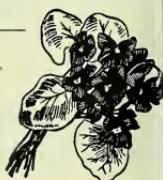
Assorted shades 16/- per doz. 3/4 per b.

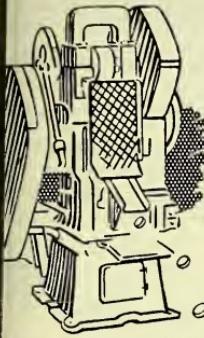
**TALCUM POWDER** 16/- per doz. 3/4 per b.

*Distributors:*

**BARNES GOWLAND & Co. Ltd.**

6 Draper's Gardens, Throgmorton Avenue,  
London, E.C.2. 'Phone CENtral 0463





# *Bring us your formula - we do the rest*



Why not bring your manufacturing  
and packing problems to us?

- In our modern factory we can prepare  
a standard or special formula for you  
with care and precision.
- First-class tabletting machines and up-to-  
date facilities for preparing Medicinal fluids  
are available to you.
- An all-in service to Manufacturers and  
Pharmacists.

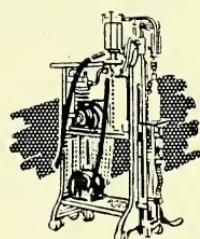
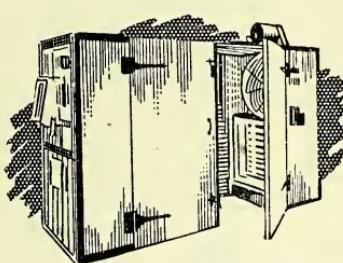
Write or telephone to:

**HOWARD - TAYLOR LTD**

*Manufacturing Chemists*

**BALHAM HIGH ROAD, LONDON, S.W.12**

Telephone: Balham 6546



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*We Are Moving*

ON and AFTER  
NOVEMBER 3rd  
our address will be ...

**MARTINDALES**

(WILLIAM MARTINDALE WHOLESALE LTD)

14/16, BRUTON PLACE,  
NEW BOND STREET,  
LONDON, W.1

Phone :  
MAYFAIR 7811  
8 lines

Grams :  
MARTINDALE PHONE  
LONDON

**"TELBAT"** (BRAND)  
**ASPIRIN TABLETS**

5 GRAINS  
LARGE QUANTITIES BULK AND PACKED IN  
25's, 50's and 100's FOR IMMEDIATE DELIVERY.  
Write : THREE CROWNS TABLET CO.  
21-25 Derrington Street, Hull

JOINTED TEDDY BEARS ... 12/6 each  
JOINTED DRESSED DOLLS ... 17/6 „  
both incl. Tax. sent C.O.D.

BEAUTIFUL DANCING MONKEYS  
Hard bodies fur covered ... 36/- doz.  
Plus 33½ tax. Money back if not satisfied

INMANS, ROUNDHAY TERRACE, LEEDS, 7

**Clear Glass—****BOTTLES with bakelite CAPS  
JARS with metal or bakelite CAPS**

Prompt and Reliable Delivery  
Price List on enquiry

**H. & A. DISTRIBUTORS LIMITED**  
19 MARKET STREET  
Phone: MAIDENHEAD 2311

Glycerine, Gums; Waxes, "Spermaceti" etc  
Essential Oils; Lanoline; Petroleum Jelly  
Stearic Acids; French Tales; Zinc Oxide  
Iso Propyl Alcohol; Triethanolamine; Lauryl  
Alcohol Powder and Paste; Acetic Acid  
Glyceryl Monostearate; Cetyl Alcohol. All Fine  
and Heavy Chemicals.

**HOME and EXPORT**

**J. J. VIGON & CO., LTD**  
30 Fenchurch Street, London, E.C.3  
Mansion House, 0466/9

**OPTICAL TUITION**

FOR THE  
S.M.C., B.O.A., and N.A.O. DIPLOMA Examinations  
Particulars :—

**C. A. SCURR**, F.S.M.C., F.B.O.A., F.N.A.O.  
F.I.O., F.C.O., M.P.S.  
50 HIGH STREET, BARNET, LONDON, N.

Sole selling rights of new lines wanted by large  
distributing house with sales force covering  
Great Britain. Lines must be suitable for Chemists,  
Ladies' Hairdressers and Stores. Advertising  
campaign will be considered for right lines. Details  
to British & International Proprietaries, Limited,  
30, Budge Row, London, E.C.4.

**BOTTLES FOR EARLY DELIVERY**

New Bottles of all types available for early  
delivery. Sizes ½ oz. to 8 ozs. Medicals and  
Toilets. Send full details of your requirements  
stating sizes and quantities to Box 164/542  
C. & D. Office.

**FOR SALE**

500 gr. 2-oz. W.M. Indirect Squares, Price 27/- per gr.  
150 gr. 1-oz. Panels, price 22/- per gr.  
150 gr. 2-oz. Panels, price 23/- per gr. 30 gr.  
4-oz. Jars, price 32/- per gr. 160 gr. 1-oz.  
Amber Flat Ovals, price 19/- per gr. 1,000 gr.  
2½-oz. Jars, price 19½/- per gr. 130 gr. 4-oz.  
Amber Flat Poisons, price 29½/- per gr. 1,000 gr.  
½-oz. Hexagon Amber Poisons, price 22½/- per gr.  
1/728, C. & D. Office.

**← THIS—Does these**

Angles, Channels and Special Sections  
Beaded and Curled Edges. Boxes, Trunk Forms and all kinds of laboratory  
equipment. For full particulars write to

**A. A. TOOLS (C.D.)**

197a Whiteacre Rd., Ashton-under-Lyne, England

**BOTTLES**

Advertiser has for immediate sale, delivery at factory  
50 gross 3 oz. Oval Toilet with Caps  
50 „ 1 oz. Pots with Black Caps  
100 „ 2 oz. Vase Jars with White Caps  
25 „ 4 oz. Pots with Green Caps  
60 „ 2 oz. Fancy Bottles with Caps  
Lipstick holders  
4,000 Spiral holders assorted colours  
reply 2/75 C. & D. Of



# The CHEMIST AND DRUGGIST SUPPLEMENT

Supplement is included in every copy of Chemist & Druggist

28 ESSEX STREET, LONDON, W.C.2.

NOVEMBER 1  
1947

ailings restrictions and heavy demand on space necessitate the holding over of a number of advertisements week by week. As normal press days are in abeyance advertisers are advised to send contributions as early as possible. Advertisements must be prepaid. Box Office Numbers 2/- extra.

encies advertised are restricted to persons or payments excepted from the provisions of the Royal Engagement Order, 1947.

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40 words or less, 2d. for every additional word

## RETAIL (HOME)

**C**HEMIST, young, qualified assistant required; male or female. No N.H.I. No Sunday or holiday duty. State usual particulars. Early Bunn, Ltd., 95 High St., Chelmsford, Essex.

**A**SSISTANT dispenser (lady) required for firm of 5 in Midlands. Apply 2/71, C. & D. Office.

**I**NSISTS' ASSISTANTS (ladies) wanted for clerical

in the N.H.I. checking bureau and stock-

departments. Apply National Pharmaceutical

4-5 Queen Sq., W.C.1.

**E**TER, SON & CO., LTD., 120 Gloucester Rd., Kensington, S.W.7, require unqualified assistant, or female, dispensing counter. Congenial posi-

Half-day Saturday. No Sunday duty.

**W**LAND & CO., LTD., of Wrexham, require qualified manager for an old-established branch to Wrexham. The position offers a permanent future prospects of advancement within

rm to a suitable applicant. A temporary (flat) on main bus route could be offered, if

Please reply, giving full details and stat-

remuneration required, to Mitre Buildings,

St., Wrexham.

**M**ARSONS, W.L. Qualified assistant required for

dispensing and counter. Please give full particulars

experience, also age, salary expected, and when

aged, to Marsons, Ltd., 123 Baker St., Lon-

W.L.

**G**AGER urgently needed for well-established

Hall Green, Birmingham. Good modern

accommodation if required. 2/77, C. & D.

**C**HACIST-MANAGER required for extensive

in North-West London (Maida Vale area). Above premises will probably be available for

ation. Excellent opportunity for keen energetic applicants as, subject to a satisfactory term of (3-6 months), he will be allowed if desired

quire a small interest in the business, if necessary over a period. Please state full particulars of

ience, etc., and whether the use of a flat is an

ial requirement. All replies will be treated as

confidential. 2/83, C. & D. Office.

**L**IFIED managing assistant, for Bury. Country

shop and good-class trade with agricultural

toilets. No Sunday or half-day duty; reasonable

Four-roomed flat available. Salary and

lars to Turner, Chemist, Tamworth, Staffs.

219.

**Q**UALIFIED ASSISTANT, preferably with dis-

ng experience, required for substantial business

Kilburn area. Good salary and prospects.

State particulars of previous experience, etc.

C. & D. Office.

**N**ITED, fully qualified chemist branch manager;

half day or Sunday duties; good wages and con-

ns. Apply The Co-operative Society, Ltd.,

on-under-Lyne.

**Y**OUNG QUALIFIED PHARMACIST required as first assistant in large modern pharmacy. Permanent position with superannuation. Good salary, 44-hour week, and other advantages. Qualified tuition and experience offered in optics and chiropody if desired. Apply giving usual particulars and salary required to Peterborough Co-operative Chemists, Ltd., Park Rd., Peterborough.

## WHOLESALE

**A**NALYTICAL. Junior assistant required in analytical department. Some experience desirable in examination of pharmaceutical products. Write, giving full details of education, business career, etc., to the Works Manager, Potter & Clarke, Ltd., Fairclough St., London, E.1.

**A**PPLICATIONS are invited for the position of department head for supervision of the manufacture of ethical pharmaceuticals. The position is permanent and progressive and offers excellent scope for the exercise of initiative and administrative ability. Apply stating age, qualifications and experience, and quoting reference number 791 to Box 2/6, C. & D. Office.

**A**SSISTANT CHEMIST (Ph.C. or M.P.S.) required by manufacturing chemists (near Liverpool) in their analytical laboratory. Initial salary £350-£450, according to qualifications. Apply with full details to 2/67, C. & D. Office.

**B**URROUGHS WELLCOME & CO. Applications are invited from pharmacists for appointment to the representative and office staffs of the veterinary department. Applicants should be under 35 years of age and possess a good sound knowledge of veterinary therapeutics. Successful applicants will be required to take up residence in that part of the country where their services will be utilised. These positions are permanent, progressive and pensionable. Full details of experience and qualifications, together with a recent photograph, if available, should be sent to the Manager, Veterinary Department, Burroughs Wellcome & Co., 12 Red Lion Sq., London, W.C.1.

**C**HEMIST required for works laboratory. M.P.S. or Ph.C. qualification. Previous experience not essential. Apply Matthews & Wilson, Ltd., 6 & 8 Cole St., S.E.1.

**C**OPYWRITER, free lance or spare time, required by dental manufacturers for ethical literature. 1/989, C. & D. Office.

**D**ANGEROUS DRUGS. Young chemist required to keep records and supervise manufacture and packing of dangerous drugs. Good opportunity to enter wholesale trade. Five-day week. Write, giving full details of experience etc., to 2/42, C. & D. Office.

**F**IRST-CLASS REPRESENTATIVE required by well-known proprietary house, to cover part East Coast Scotland, which includes Edinburgh and District, Fife, Angus and part of Perthshire. Car essential. Excellent opportunity for man with good connections with wholesale and retail chemists and stores. Salary, expenses, and commission basis. State full particulars, including age, and when free to commence. 1/988, C. & D. Office.

**JOHNSON & JOHNSON (Gt. Britain), Ltd.**, surgical dressing manufacturers, require first-class representatives to call on the pharmaceutical trade in the following areas: (1) North Wales, (2) Staffordshire, (3) Liverpool, (4) Yorkshire. Applicants should be between the ages of 25-35. Car an advantage. Remuneration by salary, commission plus expenses allowance. Photograph should accompany application, which should be addressed to Home Sales Manager, Johnson & Johnson (Gt. Britain), Ltd., Slough, Bucks.

**LABORATORY MANAGER.** Well-known London manufacturing chemists require qualified pharmacist to control galenical laboratories. Wholesale manufacturing experience essential. Good prospects. Write in confidence, giving full details of experience, salary required, etc., to 2/41, C. & D. Office.

**LANCASHIRE & YORKSHIRE.** Two vacancies occur for representatives in these areas to call on retail chemists. Progressive posts. Remuneration by salary and expenses. Apply by letter, giving full particulars of age, experience and salary wanted to Sales Manager, Westminster Laboratories, Ltd., Chalcot Rd., London, N.W.1.

**MAN OR WOMAN**, with knowledge of pharmacy, perfumery, flavourings, etc., offered permanent, progressive appointment with old-established wholesale firm of world repute. Must have ability to write, ready command of trade jargon, and tact to coax information out of busy staff, and so provide material to a date-schedule for advertisements, circulars, catalogues, etc., as required by the firm's advertising agents. Reply in complete confidence, giving education, experience, salary required, preferably with specimens of past work to Box No. 7, Technical Advertising Service, Aldwych House, Aldwych, London, W.C.2.

**MANUFACTURING CHEMISTS** require first-class representative for the southern half of West Riding. Permanent career for man of experience, knowledge and ability, on salary, commission and expenses. Apply in writing giving full details of career to date. We regret we cannot accept incomplete applications. 2/90, C. & D. Office.

**PHARMACOLOGIST** required by British Schering Manufacturing Laboratories, Ltd., to supervise the testing of the company's medicinal products. Salary according to experience in similar work. If an applicant, otherwise suitable, does not possess the specialised techniques required, training will be provided. Details to Director of Research, Book Lane, Alderley Edge, Cheshire.

**P.H.C. OR B.PHARM.** with pharmaceutical, manufacturing and administrative experience required for Long Melford (Suffolk) factory. Single man preferred. Write stating age, experience and salary required to Stafford Allen & Sons, Ltd., Department D/RPM, 20 Wharf Rd., London, N.1.

**REPRESENTATIVE** required to handle an attractive range of pharmaceutical goods. One with connection amongst the grocery trade preferred, in the Bristol and Bournemouth areas. Remuneration by salary, expenses and commission. Apply with fullest details of past experience to Kempac, Ltd., Bradford Rd., Batley.

**REPRESENTATIVES** required by manufacturers of high-class quick selling lines. Must have good connections to chemists. All areas. Generous commission. 1/798, C. & D. Office.

**REPRESENTATIVES** required by manufacturing chemists for well packed and competitive lines—good commission and part expenses—splendid opportunity for the right men. Areas, East Anglia, Derbyshire, Nottinghamshire, Leicestershire, South Coast and Devon and Cornwall. Give full particulars of experience and connection. 2/87, C. & D. Office.

**REPRESENTATIVES** required in Kent, Surrey, Sussex and S.E. London areas to sell to chemists a well known medicinal product. State age, connections and experience in confidence to 2/82, C. & D. Office.

**REPRESENTATIVE** to cover Yorkshire (most),shire, Nottinghamshire and Lincolnshire, by established firm manufacturing pharmaceutical specialities. Salary, expenses and commission. give full particulars in first instance to 2/74, D. Office.

**REPRESENTATIVES** required to handle an attractive range of pharmaceutical products in the following areas: Durham, Northumberland, Gloucestershire, Somerset, Dorset and Hampshire. On a good connection among the grocery trade in areas preferred. Remuneration by salaries, etc. and commission. Apply with fullest particulars to Kempac, Ltd., Bradford Rd., Batley, Yorks.

**REPRESENTATIVES** required for the following areas: West London, Hampshire, Dorset, Northumberland, Durham, to call upon hospitals and chemists in connection with high ethical pharmaceutical products. Applicants reside on the territory. Apply 2/20, C. & D.

**REPRESENTATIVES** with established connections required by manufacturers of household commodity (nursery) in daily use. Very commission terms. Car essential. 1/971, C. Office.

**SECRETARY** required by manufacturers and salers of ethical medical products. Responsible position; knowledge of drug trade and export trade advantage. Excellent prospects for the right person. Salary commensurate with ability and experience. Apply in the first instance, to 1/984, C. & D.

**SPECIALITY SALESMAN** required to handle an attractive range of pharmaceutical goods. One with experience of calling on the grocery trade preferred. Would be required to travel anywhere in the Midlands and Northern Counties. Remunerated salary and expenses. Apply with fullest particulars which will be treated in strictest confidence. Messrs. Kempac, Ltd., Bradford Rd., Batley, shire.

**STILL MAN.** Experienced man wanted for fractionation of essential oils, fractionation, etc. giving full details of experience, to Works Manager, Potter & Clarke, Ltd., Fairclough St., London.

**THERE IS A POSITION** waiting for a young recently qualified pharmacist in the home sales department of Parke, Davis & Co. It is an interesting job, offering good chances of progress and eventually obtaining an intimate knowledge of modern sales management. Five-day week and contributory pension scheme. Apply, with usual particulars, to the General Sales Manager, 50 Beauchamp Place, London, W.1.

**XMAS** representatives and agents requiring C. Mass novelties and gift lines are invited to communicate, giving particulars of territory. BCM/HEURE, W.C.2.

## SITUATIONS WANTED

3/- for 18 words or less, 1d. for every additional word.

## RETAIL (HOME)

**DISPENSER** (lady), unqualified, seeks position in hospital or high-class pharmacy in Falmouth or Penzance area. 2/78, C. & D. Office.

**QUALIFIED CHEMIST** (M.P.S.I.) desires position as dispenser or assistant, Liverpool preferred; ten years' experience, at present employed Dublin. C. & D. Office.

## WHOLESALE

**COSMETIC CHEMIST**, thorough experience in formulating and manufacturing high-quality products with first-class references, desires position. C. & D. Office.

**N. WALES**, Salop, Staffs, Ches. Well-known man seeks first-class representation or commission agency, calling chemists, etc.; Car owner. C. & D. Office.

**NORTH OF ENGLAND.** Qualified representative of good quality chemist's sundry line on commission basis. Car owner. 2/89, C. & D. Office. **REPRESENTATIVE** or agent well-known on North territory, chemists, Co-ops, stores. Considering wage. Qualified. Own car. 2/79, C. & D.

**REPRESENTATIVE**, 33, car owner, requires change. Riding, Yorks/East Lancs area. Sound knowledge of drug trade. 2/92, C. & D. Office.

**ES MANAGER** (Fellow I.S.M.A.) with special knowledge and successful sales record in marketing, selling and distribution of cosmetics and proprietary pharmaceutical products through home export markets. 2/12, C. & D. Office.

## APPOINTMENTS

### ASSISTANT PHARMACIST

#### Oldchurch County Hospital, Romford.

Annual salary—£370 to £450.

Iodern, acute, general hospital of 828 beds with specialised departments, within ten minutes' walk from Romford Station and half-hour rail journey from London.

Applications, indicating age, qualifications, appointments held and enclosing testimonials (copies) should be sent to Clerk of the Essex County Council, County Hall, Chelmsford, as soon as possible.

### MANCHESTER CORPORATION HEALTH DEPARTMENT.

#### DEPUTY SENIOR PHARMACIST, CRUMPSALL HOSPITAL.

Applications are invited for the appointment of Deputy Senior Pharmacist at Crumpsall Hospital (adult, general—1,400 beds), Crumpsall, Manchester 8.

Candidates should possess a higher qualification granted by or recognised by the Pharmaceutical Society of Great Britain and have had experience in the work of a hospital dispensary.

Annual cash salary and conditions of service in accordance with the recommendations of the Joint Negotiating Committee (Hospital Staffs), i.e., £425 per annum, rising by annual increments of £20 to a maximum of £525.

Applications, stating age, qualifications and experience, are to be addressed to the Medical Superintendent at Crumpsall Hospital and must be received by him on or before November 15, 1947.

Canvassing in any form is prohibited.

PHILIP B. DINGLE,  
Town Clerk.

Town Hall, Manchester 2.  
October 24, 1947.

### MIDDLESEX COUNTY COUNCIL

**REGISTERED ASSISTANT PHARMACIST** for REDHILL COUNTY HOSPITAL, Epsom, Surrey, Middlesex. J.N.C. (Hosp. Staffs) salary £370-£450 p.a. inclusive. Similar experience may determine commencing salary. Wholename, established, pensionable, subject to medical exam. Application stating age, qualifications, experience, with copies of up to three recent testimonials to MEDICAL DIRECTOR of Hospital IMMEDIATELY. No forms quoting C. 924 CD.

C. W. RADCLIFFE,  
Clerk of the County Council.

Middlesex Guildhall,  
S.W.1.

### MIDDLESEX COUNTY COUNCIL

**REGISTERED ASSISTANT PHARMACIST** for HILLINGDON COUNTY HOSPITAL, Nr. Uxbridge, Middlesex. J.N.C. (Hosp. Staffs) salary £370-£450 p.a. inclusive. Similar experience may determine commencing salary. Established, pensionable, subject to medical exam. Recently qualified pharmacists considered. Application, stating age, qualifications, experience, enclosing copies of up to three recent testimonials to the MEDICAL DIRECTOR of Hospital, by 8th November. No forms, (quoting C. 951 CD). (Male candidates to state position with regard to military service.)

C. W. RADCLIFFE,

Clerk of the County Council.  
S.W.1.

### KENT COUNTY COUNCIL

#### ASSISTANT PHARMACIST

Applications are invited for the following appointment at the County Pharmacy, County Hall, Maidstone.

**ASSISTANT PHARMACIST** (M.P.S. or Ph.C.) (Male). Hospital experience preferred. Salary £370 a year by four increments of £15 and one of £20 to £450 a year. Superannuation. Medical examination necessary.

Applications, stating age, qualifications, experience and the names and addresses of two responsible persons to whom references may be made as to professional ability, to be sent to the County Medical Officer, County Hall, Maidstone, as soon as possible.

W. L. PLATTS,  
County Hall, Maidstone.  
Clerk of the County Council.  
October 9, 1947.

### SURREY COUNTY COUNCIL

**ASSISTANT PHARMACIST** required at:—  
**KINGSTON COUNTY HOSPITAL**, Wolverton Avenue, Kingston-on-Thames.

**ST. HELIER COUNTY HOSPITAL**, Carshalton. Commencing salary on grade £370 x £15—£430 x £20—£450 p.a. inclusive.

Applications in writing, stating age, qualifications, and experience, with copies of not more than three recent testimonials, should be sent to the Medical Superintendent of the appropriate Hospital.

**THE NORTH OF ENGLAND JOINT INSURANCE (PRESCRIPTIONS) COMMITTEE** invite applications for the position of **SUPERINTENDENT**. Preference will be given to a qualified chemist. Salary £500 to £600 per annum (or £550 to £650 in the case of a qualified chemist), by increments of £25. Appointment subject to membership of the Insurance Committee Officers' Superannuation Fund.

The person appointed will be required to devote the whole of his time to the duties of the office.

Personally canvassing the members of the Committee is prohibited, and the Committee will declare any candidate infringing this rule to be disqualified.

Applications, stating age, experience and qualifications accompanied by not more than three recent testimonials and marked "Superintendent" should be addressed to The Secretary, North of England Joint Insurance (Prescriptions) Committee, 20 New Elvet, Durham, and be received not later than the 20th November, 1947.

## ORSETT LODGE HOSPITAL,

Orsett, nr. Grays.

**PHARMACIST-IN-CHARGE** (single-handed). Applicants should have not less than three years' hospital experience after qualifying as a pharmacist. Salary £420 p.a. by five annual increments of £15 to £495 p.a.

Applications to G. E. Pegram, Esq., Social Welfare Department, Waterloo Lane, Chelmsford, Essex.

## MISCELLANEOUS SALES

17/6 for 36 words or less, 4d. for every additional word

**BROWN OLEINE:** Small surplus for sale. Offers to 2/95, C. & D. Office.

**FOR SALE**, 100 gross blue enamelled sprinkler top powder tins, size 2 x 3½, 100 gross collapsible tubes, 4 in. x 1 in. 20 gross 2½ in. square powder boxes, 20 gross 2-oz. cosmetic jars. All new in makers' original cartons. Offers to 1/990, C. & D. Office.

**LIQUORICE AND MENTHOL PELLETS.** 5 cwt.s. available weekly on contract at 8s. per lb. 2/94, C. & D. Office.

**OCCASIONAL LOTS.** Stearine, M.P. 125 deg. for sale. Samples on request. Offers to 2/93, C. & D. Office.

**STOCKS** to clear, sesquicarbonate of soda, crex and pea size soda crystals. For further particulars write 2/80, C. & D. Office.

**WHITE TECHNICAL OIL** P.30 in 45-gallon drums and 5-gallon drums to clear. 2/81, C. & D. Office.

**WILKINSON** 12-punch rotary tablet machine for sale, belt driven. What offers? Can be seen at The Harrogate Tablet Co., Ltd., Golden Mile Works, Bridgend, Glam.

**2 DRUMS** genuine Spanish sweet almond oil, B.P. 2/76, C. & D. Office.

## AGENCIES WANTED

8/6 for 36 words or less, 3d. for every additional word

**AGENCIES** representation commissions required for France, preferably Paris, where ex-officer resides. Speaks language, knows people, minds his own business. Thirty years' trade experience. Bank reference and guarantee supplied. Apply 2/18, C. & D. Office.

**EXPERIENCED** salesman pharmacist with excellent connections chemists in Lancashire wants sole agency for chemicals, drugs, or first-class proprietaries. Commission basis. Storage and distribution facilities available if required. 2/72, C. & D. Office.

**PHARMACIST** (retired) with offices in West London suburb requires agency (pharmaceutical or optical) to fill time gaps between optical patients. Suit firm desiring London address with qualified, economic, direction of their interests. 2/15, C. & D. Office.

**QUALIFIED CHEMIST**, with sound pharmaceutical connections in Eire for the past ten years, wishes to handle high-class lines as manufacturer's agent on commission basis. Only first-class products considered. 2/70, C. & D. Office.

## FOR SALE

8/6 for 40 words or less, 2d. for every additional word

**SMALL** surplus stock of rubber bands in all sizes, made from high quality rubber offered for packing purposes at lowest prices. Feather Supplies, Ltd. (Rubber Dept.), 7 Cambridge Ave., Kilburn, N.W.6.

## AGENCIES

17/6 for 36 words or less, 4d. for every additional word

**A WELL-CONNECTED** manufacturers' agent with Manchester office and staff would be pleased to hear from manufacturers who would like to be represented. 1/956, C. & D. Office.

**AGENTS WANTED** with sound connections calling on chemists to carry new line. Only keen agar willing to introduce new lines should apply. Go commission basis (most counties in Great Britain free). 2/86, C. & D. Office.

**IRISH** firm of manufacturing chemists and distributors with spacious centrally situated showrooms at offices in Dublin are anxious to secure distribution of well-known ethical or toilet preparations. Go connection with the wholesale and retail trade. Opportunity for investment if desired. Reply strictest confidence. 2/33, C. & D. Office.

**RECENTLY** formed sales organisation, representing several well-known nationally advertised products of repute, are prepared to handle one or two additional lines suitable for distribution to chemists, Co-op. stores, etc. Only first-class saleable products obtained. Guaranteed coverage and results. 2/6, C. & D. Office.

**REPRESENTATIVE** with connection is offered sine line with good repeat sales. Wide market. Go commission. 2/91, C. & D. Office.

## BUSINESS OPPORTUNITIES

17/6 for 36 words or less, 4d. for every additional word

**A REPUTABLE** firm of wholesale manufacturers prepared to accept distribution of pharmaceutical, toilet and sundries preparations for manufacturing firms. W. M. Gardner & Co., Ltd., 68 Kilburn Park Rd., London, N.W.6.

**FILLING** and packing. Inquiries invited from manufacturers requiring this service. 2/21, C. & D. Office.

**TABLETS.** A well-known food manufacturing company have available tabletting capacity. Large quantities can be handled quickly and efficiently under hygienic conditions. Complete packaging can be arranged if required. Enquiries to Box W.659 Haddon's, Salisbury Square, London, E.C.4.

## WANTED

8/6 for 36 words or less, 3d. for every additional word

**BOTTLES.** Bottles. We will buy all your surplus stocks, spot cash. Any shape or size. Large small quantities. Call or write with details. Henstock & Co., 6 Hamilton Sq., Birkenhead. Tel. Birkenhead 5546.

**LIQUORICE** and menthol pellets required in bulk 1/640, C. & D. Office.

**WANTED** urgently. Stearic acid, all grades, at quantity. Samples and quotations to Harmo Dietetic Laboratories, Ltd., Cavendish Works, North Parade, Burnt Oak, Middlesex.

**WANTED**. Orders for ¾ in. plain mouth flat bottom glass tubes. Dunford, Manufacturer, 107 Westgate, Wakefield, Yorkshire. Tel. 4054.

**WANTED** urgently; 10 gross each stoppered an C.M. 20 oz bottles. Must be amber, thin, shape. Good price paid. Reply 1/435, C. & D. Office.

**WANTED** urgently, filling machine for bottles and mixing machine for powders. Immediate delivery. Particulars with prices to Pax Distributors, 11 Cornaught Sq., London, W.2.



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## Toilet Soaps

The Imperial Leather Toilet Soap made by Cussons has a consistent record of success. The steadily expanding market for this product indicates a widespread appreciation of really fine hand-finished Toilet Soap.



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